Board of Trade Journal

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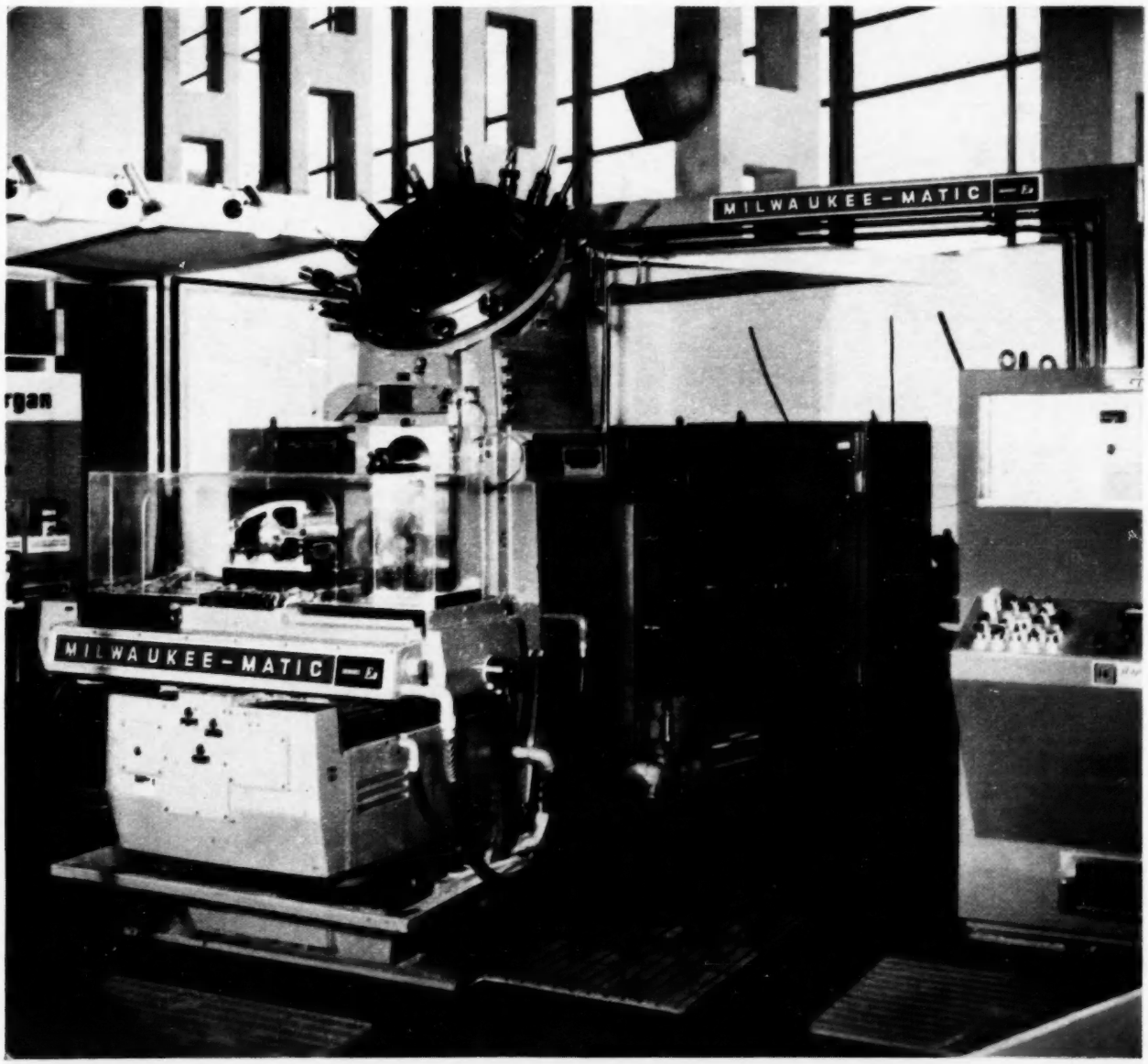

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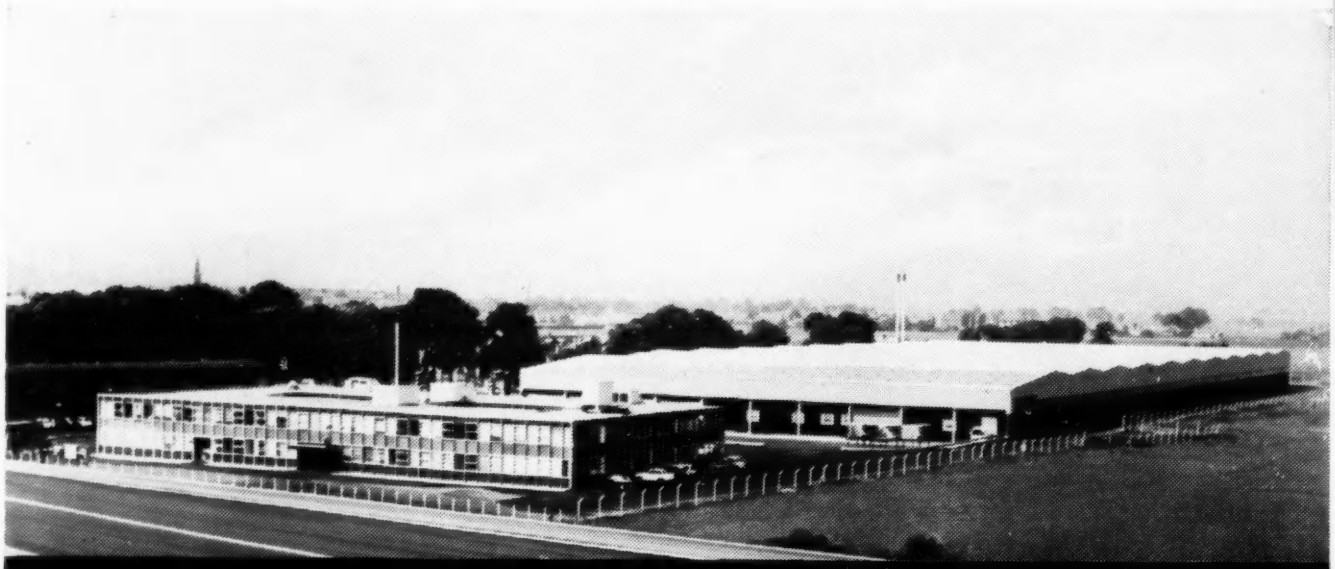

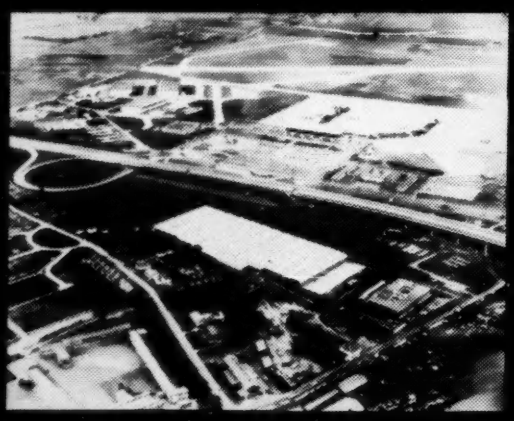

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ndex to Statistics 1214

Subscriptions, Advertisements, Reprints 1214

Trading with Eastern Europe: a summary 1217
Joint action by British and Russian construction industries 1219
Anglo-Soviet working party on air pollution 1219
HM the Queen's speech to Parliament – Proposed legislation affecting trade and industry 1220
Presentation of trade figures criticized 1220
President appoints Parliamentary Private Secretaries 1220
Lord Brown in British Week television programme 1220
Mr. Roy Mason to speak at two BNEC export conferences 1220
Insolvency Services (Accounting and Investment) Bill 1221
Consideration of mergers by the Board of Trade 1221
New Customs Tariff 1222
Temporary exemption from import duty to be extended 1222
Applications for removal of import duties on lithopone and barium sulphate paste 1222
Applications for temporary exemption from import duty 1222
Sugar for use in chemical and other manufactures 1223
Ban on use of cyclamates in food and drink 1223
Mrs. Barbara Castle stresses importance of training in decimalization 1223
BNEC film on Australian market 1223
Government factories in development areas in England 1224
Office development control 1224
Skelton factory allocated to Elliott Group 1225
Midlands drive to attract new companies to Wales 1225
New industry for Maesteg, Glamorgan 1225
New engineering project for Ulster 1225
Lyon industrial estate at St. Helens 1225
British commercial representatives overseas 1225
Patents endorsed 'Licences of Right' 1225

Aviation and Shipping

'Flying Laboratories' to aid air safety in the seventies 1226
NBPI report on pay of ground staff at aerodromes 1226
Merchant Navy at Remembrance Day ceremonies 1226
Reports on science abroad 1227

Government surplus sales by auction 1228

New Books 1229

STATISTICS

The economy: selected indicators 1230
Industrial countries' trade and production in the second quarter of 1969 1231
Acquisitions and mergers of companies in the third quarter of 1969 1234
Shipping movement at the ports 1235
Business Statistics office IMRA 1235
Business Monitor 1235
Overseas transactions in 1968 films and television material 1236
Quarterly analysis of man-made fibre production 1238
Production of man-made fibres in September 1238
Industrial building in the third quarter 1239
Registration of British and foreign films 1239
Electronic capital equipment during the second quarter 1240
Machine tool deliveries continue at a high level 1241

Programme of Trade Promotions i-xliv

Car and commercial vehicle production 1243

EXHIBITIONS AND FAIRS

Largest ever British participation in Cologne SPOGA 1246
Second Asian Trade Fair confirms Iran as world trading centre 1247
Successful British Shopping Week in Genk 1248
Best ever Frankfurt Book Fair for British exhibitors 1251
British Pavilion wins first prize at Nairobi show 1251
Milan print exhibition 'the best so far' 1251

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid for developing countries. France and Iran. Italy and Lebanon. Hints to Businessmen booklets 1252
Opportunities for exporters – calls for tender – agency inquiries, market reports, etc. 1253

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Tariff Board inquiry on insulators for electric power transmission 1266
Brazil: Minimum values 1266
Canada: Use of cyclamates. Changes in customs tariff 1271
Ceylon: Import licensing of drugs 1264
Chile: Customs schedule amendments 1271
Cyprus: Import regulations 1263
European Communities: Common agricultural policy. Tariff quotas in the EEC 1260
France: Customs modifications. Duty quota for imports of newsprint 1261
Iran, Iraq and Saudi Arabia: Cholera precautions 1264
Irish Republic: Importation of dogs and cats. Import quota: electric filament lamps 1262
Israel: Import regulations: fruit purees and pastes 1263
Japan: Import liberalization 1265
Kenya: Merchandise marks (tyres and tubes) 1264
Libya: Use of Arabic 1264
New Zealand: Tariff and Development Board report. Emergency Protection Authority reports 1265
Portugal: Import under drawback: anhydrous ammonia. Addition of note to import tariff. Amendments to tariff. Addition to tariff note and to list of duty-free articles 1261
Singapore: Pioneer industries 1265
Trinidad and Tobago: Prompt forwarding of documents 1266
United States: Tariff classification: thymol. Invoices for boiled wool. Motor vehicle safety standards: consumer information. Stainless-steel table flatware. Motor vehicle safety standards: Tilt cab vehicle latch systems 1271

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Made by Kearney and Trecker Ltd., the Brighton-based firm of machine tool manufacturers, this series Ea Milwaukee-Matic numerically-controlled machining centre was awarded the Gold Medal of the Brno International Fair 1969. Exhibited on the stand of Morganite International Ltd., whose Export Partnership Division are Kearney and Trecker's agents for Eastern Europe, the machine was sold off the stand to ZPS, a Czechoslovakian firm making machine tools and boot and shoe making machinery. This double success is all the more noteworthy since it was the first time that one of these machines had been exhibited in Eastern Europe.

Index to Statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	22 Oct. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
Bankruptcy orders (Q)	6 Aug. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 Oct. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	15 Oct. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	This week
Income and finance (Q)	3 Sept. 1969
New companies registered:	
Gt. Britain (M)	29 Oct. 1969
N. Ireland (M)	29 Oct. 1969
Computers:	
UK computer market (Q)	22 Oct. 1969
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	8 Oct. 1969
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	This week
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1969
Production, exports and orders (M)	29 Oct. 1969
ECGD business (Q)	27 Aug. 1969
Film industry:	
British Film Fund Agency returns (M)	15 Oct. 1969
Cinema admissions and takings (M)	15 Oct. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	This week
Registration of films (A)	24 June 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	29 Oct. 1969
Footwear industry orders and deliveries (M)	22 Oct. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1969
EFTA trade (Q)	11 June 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	This week
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	8 Oct. 1969
Value of overseas trade (M)	22 Oct. 1969
Value of overseas trade; analysis of trends (Q)	6 Aug. 1969
Gold and convertible currency reserves (M)	8 Oct. 1969
Hairdressing trades turnover (M)	15 Oct. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	13 Aug. 1969
Business (M)	8 Oct. 1969
Industrial building (Q)	This week
Industrial development certificates approved (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	29 Oct. 1969
N. Ireland index (M)	22 Oct. 1969
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	17 Sept. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	15 Oct. 1969
Machine tools, deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	This week
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	15 Oct. 1969
Office developments permits (Q)	13 Aug. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Sept. 1969
Retail prices index (M)	22 Oct. 1969
Retail trades:	
Index nos. (M)	8 Oct. 1969
N. Ireland index (M)	29 Oct. 1969
Royalty transactions (A)	14 May 1969
Films and television material	This week
Shipping:	
Movement at UK ports (M)	29 Oct. 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	8 Oct. 1969
Manufacturing industry. Census of productions (A)	20 Dec. 1968
Retail (M)	15 Oct. 1969
Television:	
Overseas payments and earnings (A)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	22 Oct. 1969
Cotton production (M)	22 Oct. 1969
Wholesale houses sales (M)	15 Oct. 1969
Wool exports (Q)	27 Aug. 1969
Wool output (M)	22 Oct. 1969
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	29 Oct. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	22 Oct. 1969

Board of Trade Departments, etc. *Subjects*	*Last Published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	This week

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ADVERTISEMENTS

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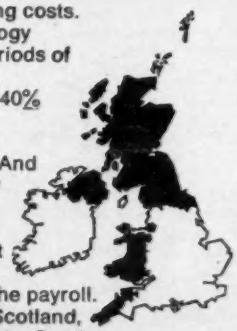

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B.T.J. 39

Trading with Eastern Europe: a summary

by Alexander Ross, Chairman, East European Trade Council

THE FIRST ARTICLE in this series, contributed by Mr. A. K. Rothnie, then Commercial Counsellor in Moscow, and entitled 'New Trends in Anglo-Soviet Trade, appeared in the *Journal* of July 5, 1968 – some 15 months ago. Since then articles contributed by other Posts in Eastern Europe as well as by the CBI and Ministry of Technology have been published, which taken together, give the reader a clear general picture of the prospects for future trade with the area and how to set about realizing them.

Perhaps the most striking thing about the series as a whole is the similarity between the points made by each contributor due: not to lack of originality, but to the fact that all the countries under review have centrally planned economies; all are members of Comecon; and all look to the West for broadly the same thing, namely, essential imports of sophisticated products and processes to assist in the further industrialization of their economies.

So striking indeed are these similarities that the casual reader – especially the reader who has never been to Eastern Europe – may be led to believe that the countries concerned in this series – Bulgaria, East Germany, Hungary, Poland, Rumania and the USSR – are all the same and be tempted to treat them alike. It cannot be said too often that this is a mistake and perhaps the first thing to learn about Eastern Europe is that, notwithstanding the similarities, the area comprises different countries with different histories and cultures, each proud of its individuality. It *should* be as unthinkable to confuse Budapest and Bucharest as it would be to fail to distinguish between Paris and Rome.

Mr. Alexander Ross (right), author of this article, and chairman of the East European Trade Council, in front of the Winter Palace in Leningrad with Mr. Anthony Hore, the Council secretary.

Technical co-operation

Another noteworthy feature of this series is the emphasis which almost all the contributors have placed on 'technical co-operation'. This is a difficult subject not made any easier by the fact that it tends to mean different things to different people. Proposals for technical co-operation may involve anything from the straightforward purchase of Western technology to schemes for co-production and joint marketing of the finished goods in third countries. In whatever form these proposals may appear they stem from East European needs to acquire the most up-to-date methods coupled with chronic shortages of hard currency with which to buy their requirements.

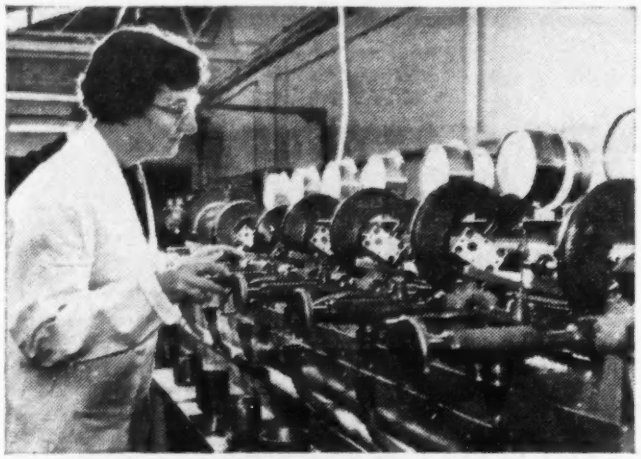
At first sight technical co-operation proposals may sometimes appear unattractive but, as the Ministry of Technology have pointed out in their contribution to this series, with the growing recognition that Western technology will have to be obtained on strictly commercial terms, the effect of this development is to open up considerable opportunities for British industry. In any event the demand for technical co-operation is likely to intensify as time goes on and, with the growing sophistication of East European industry, propositions in this field are likely to become increasingly attractive. It would be a great mistake to assume that technical co-operation is a one-way affair for, as Mr. H. J. Bowe has pointed out in his article on Hungary, many Hungarian designs and processes, for example, are being used in Britain. As Mr. Bowe also says, such arrangements can offer other advantages including a foothold in a market which might otherwise be difficult to enter for the sale of finished products, the possibility of entry into other Comecon markets and cheaper production of components.

Business in licences, which is closely allied to technical co-operation, is another feature of trade with Eastern Europe which is likely to assume increasing importance in the near future. Whilst the sale of licences represents a significant item in Britain's invisible income the latest available figures show that our earnings from Eastern Europe in this field in 1967 amounted to only £1.53 million (purchases of licences from Eastern Europe were worth £30,000) and the East European Trade Council has recently set up a new Committee to study ways and means of further promoting profitable exchanges in this field.

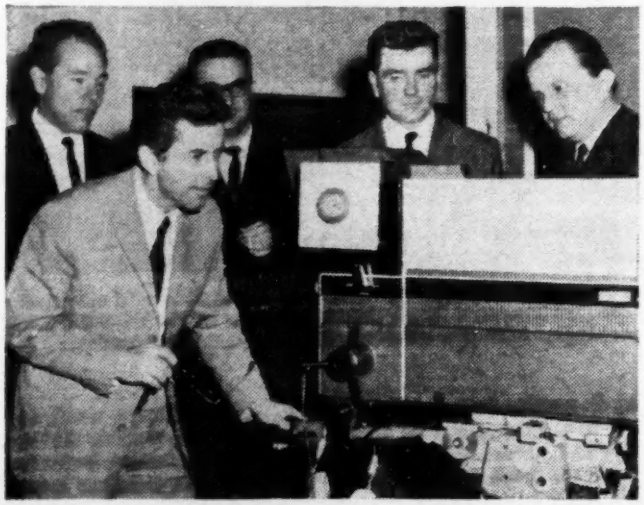
Another subject to which both the Council and the authors of many of the previous articles have devoted a good deal of time is 'compensation' trading. Everyone, including many East European authorities, agrees that this is an inefficient method of conducting business and it should not therefore be encouraged. On the other hand, occasion does sometimes arise when the British exporter is faced with the problem of doing business on a compensation basis or not doing any business at all. Our Western competitors are fully alive to the advantages of concluding business in this way rather than abandoning negotiations either because they are too complicated or because the exporter is unaccustomed to it. If the product offered in part payment is of a kind for which the exporter himself is unable to find an outlet there are a number of well established British houses expert in this field who can help and either the Council or its sponsors, the CBI and Chambers of Commerce, are always ready to facilitate introductions.

The extent to which exporters are likely to be faced with compensation trading proposals varies between countries and the exporter's competitive position, but as Mr. A. Rendall said in his

(Continued on next page)



Giving final checks to a batch of gear metering pumps at the Kegworth factory of Slack and Parr Limited. These pumps form part of a £100,000 contract for Poland and will be used in State owned acrylic and polyester fibre factories.



The EMI Colour Television Camera type 2001 being examined at Hayes recently by important visitors from Rumania where a new television centre is being built. From left to right are: Mr. D. Tyler, EMI; Dr. V. Pop, head of Rumanian Television and Broadcasting; Dr. E. Prader, head of news and current affairs programmes; Mr. M. Bubulac, head of measurement laboratories; and Dr. N. Stanciu, technical director and head of colour television.

article on Rumania, willingness to accept payment in kind often exercises a profound influence on East European decisions about awarding contracts.

By no means least important of the subjects touched upon in the series is the economic reforms which are gradually being instituted in Eastern Europe. These vary from country to country but all are seeing to it that in the commercial sphere of activity the State places more responsibility upon the individual management, which is one of the main features of these reforms. Important though these changes are it would be a serious mistake to assume that, whatever stage is ultimately reached, they represent a return to capitalism or that the law of supply and demand, which characterizes trading conditions in the West, will be permitted to operate as freely in the countries of Eastern Europe.

A feature of interest to the British exporter to have emerged so far from the economic reforms is that with the gradual transference of responsibility for decision making from the central authorities to factory management the latter now have more say in specifying the make of product or type of process they would like to see imported. This underlines the importance of making contact with the end-user to ensure that he as well as the foreign trading entrprise knows about and appreciates the finer points of one's products. Naturally the more the technical experts (not only in the factories but in the industrial ministries and research and technical institutes as well) are kept fully alive to the superiority of British equipment the more likely they are to specify that equipment when making out their lists of requirements. One of the best ways of doing this, as several contributors have pointed out, is through the medium of exhibitions such as the annual international fairs held in Brno, Budapest, Leipzig, Plovdiv and Poznan and through the specialized international exhibitions upon which the Soviet authorities have embarked in an impressive way. Rumania, too, is entering into the lists staging her own international exhibition for the first time in October, 1970.

With the increasing flexibility which the economic reforms represent there are a growing number of ways of getting the message across to engineers, end-users and buyers in Eastern Europe, and the East European Trade Council has recently established another Committee to study sales promotion techniques including matters such as advertising and representation.

Looking ahead, I believe that apart from technical co-operation proposals and licensing arrangements, East European demand in the capital goods field will centre increasingly on the more highly sophisticated end of the range, the main emphasis being placed on the most up-to-date products and processes for application in, for example, the field of electronics and automation, and also in the installation of plant for the manufacture of consumer goods and consumer durables. With the steady improvement in living standards in Eastern Europe there is a growing demand for consumer goods which domestic production is unlikely to meet for some time ahead, and opportunities for British exporters will undoubtedly grow in this field as well. The Soviet Union is already purchasing

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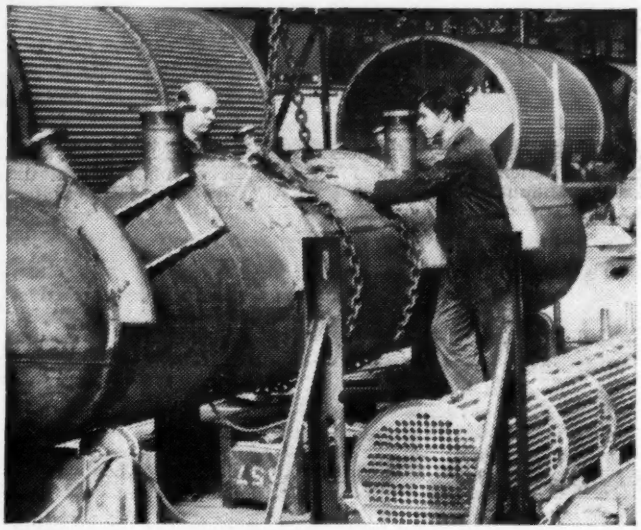
considerable quantities of clothing and footwear to mention only two major items, and as time goes on the other countries of Eastern Europe will expand their imports of consumer goods well beyond the relatively small quantities which they are purchasing already.



Fitters at the Newton Chambers Engineering Limited, Thorncliffe, construction shops, completing a heat exchanger – part of a £250,000 Czechoslovak export order. In the background are three half sections of the stainless steel crystallizers which form the main part of the order. On the extreme right a half section can be seen on a specially designed mandrill.

Growth of trade and increasing opportunity for British exporters is the keynote to the articles in this series. The East European Trade Council shares this mood of optimism and like the other contributors, the Commercial Offices in Eastern Europe, the Ministry of Technology and the CBI, is anxious to help British traders to secure more business with this challenging and potentially very rewarding area of the world.

TRADING WITH EASTERN EUROPE

Previous articles in this series were as follows:

'New trends in Anglo-Soviet trade', July 5, 1968.

'Rumania, a growth market for British exporters', July 12, 1968.

'Expansion in the Polish market', July 26, 1968.

'Bulgaria – a country determined to succeed', August 16, 1968.

'Technological collaboration with Eastern Europe,' May 9, 1969.

'Growing prospects in Anglo-Hungarian trade', June 11, 1969.

'Trade with East Germany', July 30, 1969.

Editor's note: It has proved particularly difficult to predict the course of events in Czechoslovakia. It is hoped that the practical significance of the decisions not only to devolve responsibility to individual managements, but also to permit separate trading policies to exist in Slovakia and in the Czech States (Bohemia, Moravia and Silesia) will soon become clear. For the time being, however, British exporters to Czechoslovakia are having to cover all eventualities. An article on trading with Czechoslovakia will be published in the *Board of Trade Journal* when a clear picture has emerged.

Joint action by British and Russian construction industries

THE MINISTRY of Public Building and Works announce that ten themes for joint investigation between the British and Russian construction industries were agreed during the visit to Britain, from October 14 to 25, of Russian members of the permanent British-Soviet Working Party on scientific and technical co-operation in construction.

The exchange of technical and scientific information covers these subjects: 1, Design and construction of residential and public buildings with structures of monolithic and pre-cast concrete, including high-strength and light-weight concretes; 2, mechanization of construction and assembly works; 3, experience in design and production of multi-layer exterior panels; 4, manufacture and use of water-repellent and anti-corrosion coatings for building structures; 5, design, manufacture and assembly of water-supply and central-heating systems; 6, manufacture and application of wood-veneer for rooms in residential and public buildings; 7, theoretical, experimental and full-scale investigations in the field of building physics, 8, application of computers in the construction and building materials industries; 9, synthetic floor coverings; and 10, improvement of technology and equipment for the manufacture of ceramic tiles and sewage pipes.

Anglo-Soviet working party on air pollution

SOVIET MEMBERS of the Anglo-Soviet Working Group on Atmospheric Pollution arrived in this country on October 28 to study industrial and automotive pollution until November 11.

The Russian delegation will be divided into two groups, those interested in air pollution from industrial plant and those interested in air pollution caused by exhaust fumes from automobiles. Both groups will be visiting major industrial and research sites throughout the country and the visit is being organized by Simon Engineering Ltd., Stockport, whose chairman, Sir David Barritt, is also chairman of the British working party.

Earlier this year a similar delegation from the Soviet Union visited this country to study effluent, sewage and oil pollution. This interchange of technological information was instituted after talks between the Ministry of Technology and the Confederation of British Industry.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

HM THE QUEEN'S SPEECH TO PARLIAMENT

Proposed legislation affecting trade and industry

AMONG THE LEGISLATIVE items affecting trade and industry, foreshadowed in HM the Queen's speech at the opening of Parliament on October 28 were the following:

The Government would continue to foster the fullest use of resources in all regions and would lay before Parliament measures to provide for assistance to industry in intermediate areas;

Legislation would be introduced to rationalize the work of the Monopolies Commission and the National Board for Prices and Incomes, and to combine them in a new body;*

Bills would be introduced to amend the Merchant Shipping Acts and to make provision for the safety of fishermen;

Proposals would be brought before Parliament to give effect to certain recommendations of the Committee of Inquiry into Civil Air Transport.

A Bill would be introduced to assist the film industry. Legislation for the reorganization of the ports would be presented.

The speech also referred to the Common Market and the balance of payments:

'My Government will maintain their application to become full members of the European Communities and desire an early commencement of negotiations. They will take a full part in promoting other measures contributing to European unity';

'My Government will press forward their policies for attaining a substantial and continuing balance of payments surplus in order to meet our international obligations and rebuild our reserves, achieve a more rapid rate of economic growth, and safeguard employment. To this end they will continue to develop policies for promoting the efficiency and competitiveness of industry.'

On Rhodesia the speech said that the Government 'will continue working for an eventual return to constitutional rule, in accordance with the principles approved by Parliament. They will steadfastly pursue their policy of economic sanctions and of maintaining isolation of the illegal regime until the conditions for an honourable settlement exist.'

*Speaking in the debate the same day, Mr. Harold Wilson, the Prime Minister, said: 'Now that the policy decision about the future of the Monopolies Commission and the National Board for Prices and Incomes has been taken – and I referred to that in my statement to the House on October 13 – responsibility for monopolies, mergers and restrictive practices is to be transferred from the Board of Trade to the Department of Employment and Productivity. A transfer of Functions Order will be laid before the House tomorrow.'

Presentation of trade figures criticized

MR. JAMES CALLAGHAN, the Home Secretary, told Parliament on October 29 that allegations that the presentation of United Kingdom overseas trade figures in August and September was misleading would be dealt with by Mr. Roy Jenkins, Chancellor of the Exchequer, during further debate on the Queen's Speech on November 3.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2479/2480).

President appoints Parliamentary Private Secretaries

MR. ROY MASON, President of the Board of Trade, has appointed Mr. Norman Haseldine and Mr. Eric Ogden to be his Parliamentary Private Secretaries.

Mr. Roy Mason to speak at two BNEC export conferences

MR. ROY MASON, President of the Board of Trade, is to speak at two important export conferences organised by the British National Export Council in association with the Board of Trade at the London Hilton next week.

On November 10 a massive trade drive, 'Target California', will be launched. The Hon. Ronald Reagan, Governor of California, and Lord Mancroft, chairman of BNEC-United States of America, are among the speakers at the conference.

On November 12 a one-day meeting on the opportunities for export of capital goods to France is being held. Mr. Christopher Soames, British Ambassador in Paris, will speak and Sir Hector McNeil, chairman of BNEC Export Council for Europe, will be in the chair.

Lord Brown in British Week television programme

LORD BROWN, Minister of State, Board of Trade, took part in a television discussion on British Weeks on BBC 1 on November 3. The other members of the panel were Mr. John Hine, managing director of Headmere Ltd., a British export promotional organization, of Sunninghill, Berks, and Miss Sheila Black, of the *Financial Times.*

A second programme illustrating trade promotions in Toronto, Tokyo and Hamburg will be given on BBC 1 at 11.5 p.m. on November 17 and will be transmitted in colour. The two programmes form part of a BBC series entitled 'Made in Britain'.

RUMANIAN MINISTER VISITS BRITAIN

Mr. Ion Avram, Rumanian Minister of Machine Building, led a delegation which visited the Perivale factory of Hoover Limited recently. Picture shows (right) Mr. Avram with (centre) Mr. P. C. Boon, managing director, Hoover Limited, Export, and (left) Mr. G. L. Lloyd, managing director, United Kingdom.

PRINCESS ANNE AT BOLTON

HRH Princess Anne visited the Sunnyside Mills (Spinning and Weaving) of English Calico Ltd., in Bolton, on October 24. She is seen here with Mr. G. Neville Butterworth – chairman of the Group, meeting textile workers.

PRESIDENT IN BLACKBURN

Mr. Roy Mason, President of the Board of Trade, visited Mullards of Blackburn on October 24 to meet the work force as well as directors of the company. Left: the President (centre) talking to two factory workers. Behind him are (left) Mr. R. G. Langlands, deputy plant director; and Mr. J. F. van Dijk, plant director. On the right the President and Mr. Langlands inspects another aspect of the factory's work.

Insolvency Services (Accounting and Investment) Bill

THE INSOLVENCY SERVICES (Accounting and Investment) Bill was published on October 30.

The Bill is concerned with the treatment of moneys which come into the hands of the Board of Trade from estates in bankruptcy and companies in liquidation until they are required by trustees and liquidators for distribution. Its purpose is to revise the accounting and financial arrangements prescribed in the Economy (Miscellaneous Provisions) Act, 1926.

The Bill does not change in any way the substantive provisions of the Bankruptcy Acts, 1914 and 1926, and the Companies Acts, 1948 and 1967. It has no practical consequences for parties concerned in the processes of bankruptcy and companies liquidation or for the taxpayer, but is designed to introduce more up to date accounting arrangements and permit improved scrutiny by Parliament of the financial transactions carried out by departments involved in administering the insolvency services. It takes account of views expressed by the Committee of Public Accounts; the Committee of Session 1968-69 urged that amending legislation on these lines should be introduced as soon as possible.

Consideration of mergers by the Board of Trade

ON THE INFORMATION at present before them the Board of Trade do not intend to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Hepworth Iron Co. Ltd. and General Refractories Group Ltd.
The Standard Bank Ltd. and The Chartered Bank.
Babcock and Wilcox Ltd. and Blaw Knox Ltd.

New Customs Tariff to operate from January 1, 1970

A RE-DESIGNED CUSTOMS TARIFF is being published to come into force on January 1, 1970. It incorporates a new coding system of unique numbers for each category of imported or exported goods for which customs documentation is required.

Hitherto, importers have had to classify goods in two ways – for duty purposes and for statistical purposes, from yet another list. This involved three volumes – the existing 'Tariff', the 'Statistical Classification for Imported and for Re-exported Goods' and the 'Export List'.

The new tariff combines the descriptions of commodities listed in these three publications into one list. The latter two publications above will no longer be issued.

The new list appears as the Schedule of Customs Duties and Overseas Trade Descriptions in Part 3 of the new Tariff. Each item has been allocated an eight-digit number (to be known as the Tariff/Trade Code Number) which is unique to that commodity and will serve to identify imported or exported goods on customs documents. There are about 6,000 items in the new list compared with about 3,000 in each of the three publications mentioned above.

Another change to operate from January 1, 1970 will be that re-exports will no longer be identified separately from exports of United Kingdom produce.

Advantages of the changes

The prime object of the combined list and unique coding is to facilitate the adoption of computerized procedures at ports and airports. There are other advantages.

Importers will recognize the new arrangement of the tariff as similar to the old one, since both are based on the international system of classification known as the Brussels Nomenclature. But they will find a clear improvement in the combined presentation of tariff and statistical descriptions. In particular they will welcome the use of one code number instead of two.

Although exporters will have to familarize themselves with the Brussels Nomenclature system of classification, they will gain from the possibility of easier correlation with customs requirements in other countries, many of whose tariffs are also based on the Brussels Nomenclature.

Users of statistics will benefit because in future it will be possible to compare imports or exports of individual commodities to an extent which is not possible under the present system.

Details and further information

The tariff is to be published in loose-leaf form with a binder, as hitherto. An amendment service will be available. It will be obtainable from HMSO or through booksellers (price £2 5s., binder 15s., amendment service £3 per annum).

HM Customs and Excise have produced a leaflet (Notice No. 467) explaining the change and the working of the new schedule. This may be obtained from the main offices of Collectors of Customs and Excise and their sub-offices at ports or airports.

To help users of statistics, a 'Guide to the Classification for Over-Seas Trade Statistics' will be published (HMSO, price £2 5s.). To help exporters who may not be familiar with the Nomenclature Customs Tariff, a correlation list for exports only will also be available, 'Export Trade Statistics – Correlation of Classifications, 1969/1970 (HMSO, price 10s.).

Note:

The broad outlines of the new arrangements have been discussed with:

Confederation of British Industries
British National Export Council
Association of British Chambers of Commerce
British Export Houses Association
Institute of Shipping and Forwarding Agents
British Shippers Council.

Detailed changes have been discussed with a large number of trade associations who subscribe to the Customs Bill of Entry Service (detailed breakdowns of statistics of overseas trade).

Temporary exemption from import duty to be extended

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 8) Order, 1969.

The Order provides that the goods listed in Schedule 1 to the Order shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1970. The goods listed in Schedule 1 are mainly chemicals, while those listed in Schedule 2 are chemicals, iron and steel products, wrought titanium and photographic process screens.

Copies of the Order (S.I. 1969 No. 1519) which comes into operation on November 6, 1969, can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 9s.), or by post from HMSO, PO Box 569, London, S.E.1 (price 1s. 1d.).

Note:

In general, temporary exemption from import duty may be granted where the goods concerned are not available from United Kingdom or Commonwealth sources in quantities which are sufficient to meet a substantial proportion of the total demand in this country.

Applications for removal of import duties on lithopone and barium sulphate paste

THE BOARD OF TRADE give notice that they are considering applications for the removal of the import duties on:

(a) 'Lithopones, being pigments consisting of barium sulphate and zinc sulphide and containing not less than 28 per cent by weight of zinc sulphide' ex tariff sub-heading 32.07(A)(4), and

(b) 'Aqueous barium sulphate paste containing not less than 70 per cent and not more than 80 per cent by weight of barium sulphate and containing in the dried material not more than four parts per million by weight of iron compounds calculated as Fe and not more than 40 parts per hundred million by weight of ethanol soluble sulphur' ex tariff sub-heading 28.38(A)(2)(b).

A statement of the applicant's case relating to either lithopone or barium sulphate paste, will be made available to interested parties who wish to make representations in either matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for either statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than November 26, 1969.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 19.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	3, 5-iodosalicylic acid (-COOH at 1)	3, 5-Di-iodosalicylic acid	December 31, 1970	13338
29.22	Tri (nonafluoro-*n*-butyl) amine	Fluorochemical N-43-heptacosofluoro tributylamine	December 31, 1970	13320
29.31	Sodium methyldithiocarbamate	Metham sodium	December 31, 1970	13339
29.35	Methyl - (*n*-butylcarbamoyle) benzimidazol -2-ylcarbamate	(Methyl 1-butylcarbamoyle)-2-benzimidazole carbamate	December 31, 1970	13345
29.39	Dexamethasone	Dexamethasone free alcohol	December 31, 1970	13342
	Edogesterone	As in previous column	December 31, 1970	13340
	Melengestrol acetate	As in previous column	December 31, 1970	13320

Sugar for use in chemical and other manufactures

THE SUGAR (SURCHARGE REMISSION) Order, 1968, which prescribes the goods for whose manufacture surcharge-free sugar is obtainable, has been amended by the Sugar (Surcharge) Remission (Amendment) Order, 1969, made by the Minister of Agriculture, Fisheries and Food. The new order adds to the schedule of prescribed goods the following: citric acid and citrates; vitamin B_{12}; foundry bonding media; and enzyme solutions.

Ban on use of cyclamates in food and drink

MR. GLEDWYN HUGHES, Minister of Agriculture, Fisheries and Food, made the following statement on October 23 about the use of cyclamates:

'Cyclamates have been carefully tested for many years. Since they were first permitted in food, in 1965, we have kept them under continuous review. We have been advised throughout by the Food Additives and Contaminants Committee and the Pharmacology Sub-Committee. These are independent bodies of great authority, whose advice has been endorsed by the World Health Organization and the Food and Agriculture Organization.

'We have now had to consider the new evidence about cyclamates which the United States authorities have put at our disposal. It is new to them as well as to us. Indeed, it was not until October 14 that it first came to their knowledge. Immediately their decision was known, we asked for full information.

'We received the information late on Tuesday evening. The Secretary of State for Social Services and I immediately submitted it to our expert advisers, Professor Kekwick and his colleague on the Pharmacology Sub-Committee, and Professor Weedon, chairman of the Food Additives and Contaminants Committee. We have now had their advice. In the light of it, I have discussed with the Secretary of State what action should be taken. These are the conclusions we have reached.

'First, I must make it clear that we see no cause for alarm. There is no evidence whatsoever that cyclamates have caused cancer in humans. The United States authorities themselves, in explaining the significance of their new evidence, laid special emphasis on this point. The experiment had involved enormous dosage of rats over very long periods.

'Secondly, this new evidence must be considered along with other work on the toxicology of cyclamates which is being carried out in the United Kingdom and elsewhere, and which has not as yet pointed to grounds for concern about the effect of cyclamates.

'Nevertheless, our experts have advised us that in view of the new evidence there cannot be certainty about the safety of cyclamates without further investigation. In these circumstances they consider that it would be prudent to call a halt until the results of such further investigations are available, and that in the meantime cyclamates should not be added to food and drink of any kind, including sweetening preparations.

'We accept this advice completely. It is essential that we should have at our disposal the results of work already being carried out in this country by the British Industrial Biological Research Association, and that our experts should have the opportunity to review the whole field and to take account of the results of any further research. This process is bound to take a considerable time, and we have decided that we must ban the further use of cyclamates while it continues. I am proposing to introduce the necessary amendments to the Soft Drinks Regulations 1964, and the Artificial Sweeteners in Food Regulations 1967.

'Although our experts are satisfied about the need for further investigation, they see no reason on health grounds why existing stocks of food containing cyclamates should be withdrawn at once. My colleagues and I accept this view. It is also the view taken by the United States and Canadian authorities. We propose however in amending the regulations to provide that no food or drink containing cyclamates may be sold after January 1 next.

'Representatives of consumers, in particular the Consumer Council, have shown a constructive attitude towards this whole question. Representatives of the food and drink industries sought my advice as soon as they heard of the new evidence from America. I have explained to them the action which my colleagues and I have decided to take and they have assured me that now, as in the past, they will co-operate fully in any arrangements the Government think necessary in the public interest..'

Mrs. Barbara Castle stresses importance of training in decimalization

THE IMPORTANT PART the industrial training boards will have to play in stimulating training to prepare for the introduction of decimalization and the major role of the hotel and catering industry were mentioned by Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity, on October 24.

Mrs. Castle was speaking at a Press conference of the Hotel and Catering Industry Training Board at Wembley, at which the Board's decimalization training package was introduced. She said that planning and implementing training took time and there was only a year and a few months left 'before D-Day'.

'With something like half a million people in hotels and catering involved in cash transactions the training task is a very big one,' said Mrs. Castle. 'The Board's training package has been prepared in good time for the work to go ahead smoothly from the initial training of the staff themselves. It uses modern techniques of training as well as recognizing the importance of face-to-face training by instructors. Hotel and catering will play an important part in helping the general public to gain confidence in using the new currency. Nearer the time the Decimal Currency Board will organize a large campaign to help the general public, but practice will come only with use.

'The industry will live up to its role of service to the public if by training its staff effectively it enables their confidence and ability in dealing with the new currency to train the public in its use.'

BNEC film on Australian market

'THE BIGGEST ISLAND IN THE WORLD' is the title of a new BNEC 20-minute colour film. It sets out to show the opportunities for British manufacturers to export their products and services to Australia, Britain's third largest customer; also, the film stresses the importance of paying personal visits to meet potential customers. With Japan, Germany and the United States active, some would-be importers of British goods are puzzled when British representatives fail to put in an appearance. It is important, in this market, as the film emphasizes, to send knowledgeable salesmen to guarantee prompt deliveries, to offer clear installation and operation instructions, and support each sale with a full after-sales service.

Australia is a well documented market, and potential buyers are ready and willing to buy British machinery and equipment – if brought to their notice and regard is paid to the foregoing points. Initially, this latest 16-mm. film, made for BNEC's Australia and New Zealand Committee by a Gerard Holdsworth camera team, will be shown to 17 Chambers of Commerce. On all occasions when the film is screened, a member of the committee will be present to give advice and answer questions.

The film was introduced at a Press showing in London on October 27, when Lord Hayter, chairman of the committee, was present.

PLANNING CONVERSION TO DECIMAL CURRENCY
—A guide for management
published by the allied accountancy bodies, price 15/- post free, obtainable from the
Institute of Chartered Accountants in England and Wales.
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

Government factories in development areas in England

THE ENGLISH Industrial Estates Corporation is now responsible to the Ministry of Technology for the development and administration of industrial estates and sites throughout the Development Areas of England. These areas have much to offer the industrialist in need of expansion space and can provide excellent opportunities for the launching of new enterprises. Factories and sites are available in North East England, Cumberland and Westmorland, Merseyside and Devon and Cornwall. Many firms have already taken advantage of the benefits available to them by moving to these regions.

In addition to Government loans the financial inducements currently available include grants of up to 35 per cent on the cost of factory buildings and 40 per cent on the cost of plant and machinery. Companies occupying Corporation factories may qualify for a two-year rent-free period. Training of labour on factory premises enables an industrialist to recover up to £10 per week per trainee and grants are paid in respect of employees trained elsewhere. The regional employment premium gives manufacturing industries a further allowance of up to 30s. per week per employee.

In the Special Development Areas which are faced with impending colliery closures even more generous incentives are offered to new projects providing suitable employment. A company occupying a Corporation factory may qualify for a five-year rent-free concession and an operational grant of 10 per cent per annum for three years on the balance (i.e. less other grants) of expenditure on plant and machinery. Privately financed factory building is eligible for a similar operational grant.

The Corporation will soon have available for occupation over 600,000 square feet of factory space which may be rented or purchased and can build new factories to meet the specific requirements of a particular industry. A most successful aid in the attraction of new industry is the Government's Advance Factory programme which provides a company with immediate, modern production space. These factories are built in sizes ranging from 5,000 to 50,000 square feet; they have a span of 50 feet in 30 feet bay modules and a clear working height of between 15 and 25 feet. All units are fully equipped with heating and other services as well as having good road access and ample car parking facilities. Advance Factories currently available or under construction are as follows:

Location	Area (sq. ft.)
Cumberland	
Millom	15,000
Workington	25,000
Durham	
Aycliffe	15,000
Bishop Auckland	10,000 and 25,000
Brandon	4 units of 2,850
Stanley	25,000
Team Valley	25,000
Lancashire and Merseyside	
Barrow	15,000 and 25,000
Knowsley	15,000 and 25,000
St. Helens	15,000 and 25,000
Upton	25,000
Northumberland	
Berwick	15,000
Blyth	25,000
Cramlington	15,000 and 25,000
Yorkshire	
Teesside	3 units of 2,850

Among the facilities offered by the Corporation are 21-year leases on very attractive rental terms or 99-year building leases of land. The Corporation also arranges insurance cover at very reasonable rates.

It is most important to an industrialist that room to expand is available when setting up a production unit. The Corporation allow for this by reserving sufficient land to quadruple the size of the existing factory. During the past eight years a total of 102 Advance Factories have been authorized in England; 60 of these units have been completed, 20 are currently under construction and 22 are in various stages of planning. Fifty-six factories have been allocated and firm inquiries have been received for many more. An illustration of the success which has been achieved by companies occupying this type of unit is that extensions totalling 1.2 million square feet have been added to the 1.3 million square feet of factory space already allocated.

Companies wishing to take advantage of a move to the Development Areas should contact the nearest office of the Ministry of Technology, who will put them in touch with the appropriate Regional Controller. The Corporation are also available to give practical advice on technical or other problems and further assistance can be given by the Department of Employment and Productivity.

Due to continued expansion some firms have moved into new factories and their original premises have become available for re-letting. Details of these vacant factories are as follows:

Location	Area (sq. ft.)	Height to Underside of Truss (ft.)	When Available
Aycliffe, Co. Durham	5,580 (Two terrace Units)	12	Now
Bede Estate, Jarrow, Co. Durham	24,000	14/15	March, 1970
East Middlesbrough, Teesside	4,997	14/15	January, 1970
	15,616	14/15	January, 1970
	30,345	14/15	January, 1970
Hartlepool, Co. Durham	26,470	17	Now
	42,850	15	Now
Langley Moor, Co. Durham	52,762	15/17	Now
Pallion, Sunderland, Co. Durham	53,876	16	January, 1970
Stockton, Teesside	25,692	18/22	January, 1970
Team Valley, Gateshead	3,169	12	June, 1970
	6,770	12	Now
	6,770	12	May, 1970
	6,770	12	May, 1970
	15,768	15/17	April, 1970

Office development control

ON OCTOBER 23 responsibility for the control of office development was transferred from the Board of Trade to the Ministry of Housing and Local Government. For the time being, applications for office development permits will continue to be dealt with by the present staff and application forms should be obtained from and, when completed, submitted to the same offices as at present.

This change in responsibility for office development control does not affect the position of industrial offices (i.e. offices ancillary to industrial activities carried on at the same site) which, in the area of office control, have not, since April 1969 required an office development permit provided that an industrial development certificate is issued which contains a condition limiting the amount of office space in the development.

Note:

In a White Paper published on November 4, 1964 the Government announced its intention to check the continued growth of offices in South East England, especially in London, and thus to relieve congestion and secure a better distribution of employment and a better use of resources.

The Government's intentions were given effect by the Control of Office and Industrial Development Act, 1965, which required that in the Metropolitan Region an application for planning permission for office development over 3,000 sq ft. be accompanied by an office development permit issued by the Board of Trade. The Birmingham conurbation was brought within the control by Order in August 1965. In July 1966 the area of the control was extended to the East and West Midlands and the rest of the South East including East Anglia. In February 1969 the control was

removed from East Anglia and the predominantly rural counties of the East and West Midlands.

The exemption limit for office development permits at present stands at 3,000 sq. ft. (gross) in Greater London and at 10,000 sq. ft. (gross) elsewhere in the area of the control.

The change now announced in responsibility for the office control arises out of the transfer of ministerial responsibilities announced by the Prime Minister on October 5.

Skelton factory allocated to Elliott Group

THE BOARD OF TRADE announced on October 24 that a vacant 64,000 sq. ft. factory on the Skelton Industrial Estate, which is administered by the English Industrial Estates Corporation, has been allocated to the Elliott Group of Peterborough Limited.

This company manufacture re-locatable buildings which are mainly constructed of timber and will offer employment to skilled and semi-skilled wood machinists, carpenters, trainees, painters, plumbers, etc. When full production is reached the company expect the labour force to be 200, almost entirely men.

New industry for Maesteg, Glamorgan

MR. J. H. C. DAVIES, managing director of Midcast Numerical Control (Wales) Ltd., has announced that this new company has been formed to acquire and expand the facilities of Midcast Numerical Control Ltd., of Blaby, Leicestershire. The old company was unable to expand in its present location, so negotiations were started with the Board of Trade which have resulted in the new company being allocated a 25,000 sq. ft. Advance Factory on the Nantyffyllon Estate at Maesteg.

The factory was constructed by the Welsh Industrial Estates Corporation on behalf of the Board of Trade, who will also be providing the company with financial assistance, which, with additional finance being given by Technical Development Capital Ltd., a wholly-owned subsidiary of Industrial & Commercial Finance Corporation Ltd., who have already supported the growth of the existing company, will make for quick and smooth expansion.

The Distribution of Industry functions of the Board of Trade have recently been transferred to the Ministry of Technology.

Midlands drive to attract new companies to Wales

A FURTHER DRIVE to attract new companies to Wales has been organized in the Midlands this week by the Development Corporation for Wales. Industrial development exhibits, emphasing the opportunities available to firms engaged in expansion projects, were mounted at Coventry on November 3-4 and will be on display at the Park Hall Hotel, Wolverhampton, on November 6-7.

New engineering project for Ulster

MR. ROY BRADFORD, Ulster's Minister of Commerce, announced on October 28 that Burgear Hydraulics Ltd. has accepted the tenancy of an 18,000 sq. ft. Government Advance Factory at Lisburn, Co. Antrim. Manufacture of hydraulic equipment for earth moving vehicles and cranes is expected to start shortly and employment will rise over a period of three years to 116, of whom 110 will be men.

Burgear Hydraulics Limited was established at Hinckley, Leicestershire, in 1967, and is a wholly owned subsidiary of J. and H. B. Jackson Limited, Coventry, a firm of metal and machinery merchants with engineering and extensive forging interests in the Midlands.

Lyon industrial estate at St Helens

THE LYON GROUP announced that the first factory on their industrial estate at St. Helens is now well advanced in construction. The 44,500 sq. ft. factory has been sold to Qualitex Yarns Limited of Burnley, Lancs. Contracts were exchanged in April and possession of the factory area is being given in mid-October, the 7,400 sq. ft. of offices following in January.

The Lyon Group has reserved further land adjoining this factory to allow Qualitex to extend production area in the future and it is anticipated that over the next two years employment will build up to 128.

British commercial representatives overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* of October 1, 1969 should be further amended as follows:

ARGENTINA – *Delete* 'Mr. M. Gale, CBE, Minister (Commercial).
Substitute 'Mr. J. L. Taylor, Counsellor (Commercial)'.

AUSTRALIA – BRISBANE. *Insert* 'Mr. F. S. Fielding' as Deputy High Commissioner.

BARBADOS – *Amend* telex number to '29-WB 219'.

BRAZIL – RIO DE JANEIRO. *Amend* telex number to '201-31802'.

GERMANY – STUTTGART. *Amend* telephone and telex numbers to '293216/8' and '203-722397' respectively.

HONG KONG – *Insert* '(Telex 201-HX031 a/b UK trade HX 031)'.

MOROCCO – CASABLANCA. *Insert* 'Mr. D. M. Pearson, MBE' as Consul-General.

NORWAY – BERGEN. *Delete* '-General' at end of second line.

SAUDI ARABIA – *Amend* address of British Embassy to 'Aymarat Al-Attar Al-Jadida (*Attar Building*), Sharia Abdul Aziz (PO Box 393) JEDDA.

SIERRA LEONE – *Amend* Mr. Holmes title to 'First Secretary (Economic/Aid)'.

SOUTHERN YEMEN – *Delete* 'Mr. W. H. Harper, First Secretary'.
Substitute 'Mr. P. H. C. Eyers, Head of Chancery and Commercial Secretary'.

URUGUAY – *Amend* telex answer back to 'Prodrome UY'.

YUGOSLAVIA – BELGRADE. *Amend* telex number to '2067-11468'.

YUGOSLAVIA – ZAGREB. Amend telex number to '2067-21309'.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	September 29, 1969	
1,009,134	Tranatogen-werk Jakob Schwarzkop K.G.	A process for the production of mineral mixture for livestock.
	October 7, 1969	
945,077	Commissariat a l'Energie Atomique	Device for measuring the heat-conductivity of fluids.
977,998	Standard Telephones & Cables Ltd.	Improvements relating to semi-conductor devices.
991,929	Maschinenfabrik Winkler, Fallert & Co., A.G.	Inking apparatus for photogravure rotary printing presses.
1,022,616	Commissariat a l'Energie Atomique	Method and machine for arc welding under pressure.
1,024,203	Commissariat a l'Energie Atomique	Plate-shaped fuel elements, and method of assembling same.
1,030,679	Commissariat a l'Energie Atomique	Radiation protection enclosures.
1,032,607	Brian Charles Eke	Clamping device.
1,033,719	Commissariat a l'Energie Atomique	Solenoid.
1,038,992	Commissariat a l'Energie Atomique	Decontamination processes.
1,040,866	Commissariat a l'Energie Atomique	Nuclear reactors.
1,083,083	Commissariat a l'Energie Atomique	Iron-aluminium alloys.
1,013,744	Glaverbel	Process and device for marking the surface of materials.
	October, 10, 1969	
904,232	Standard Telephones & Cables Ltd.	Interconnecting network for a telecommunication system.
926,779	Commissariat a l'Energie Atomique	Endoscopic telescope.
970,986	Standard Telephones & Cables Ltd.	Acoustic impedance elements for electro-acoustic transducers.
981,521	Glaxo Group Limited	New analogues of griseofulrim and their preparation.
981,522	Glaxo Group Limited	Grisan derivatives.
981,523	Glaxo Group Limited	Grisan derivatives.
986,476	Standard Telephones & Cables Ltd.	Testing devices.
1,003,451	Standard Telephones & Cables Ltd.	Method and apparatus for length measurements.
1,020,725	Commissariat a l'Energie Atomique	Apparatus for welding by electronic bombardment.

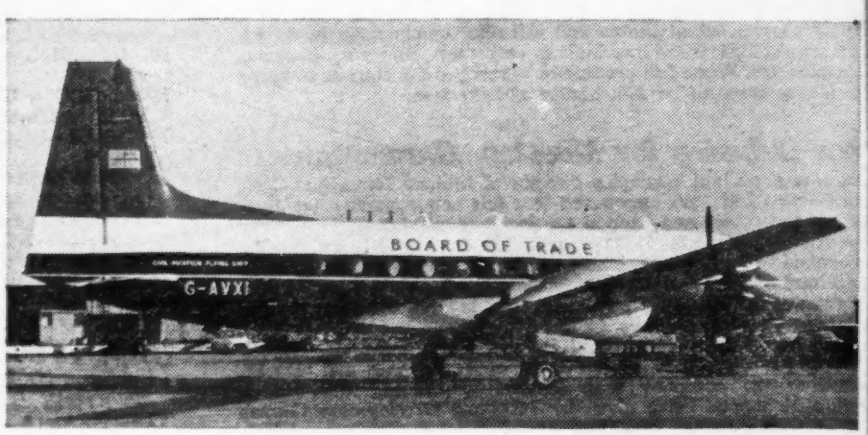
Any person who claims that the patents at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

Aviation and Shipping

'Flying laboratories' to aid air safety in the seventies



Two HS748 aircraft were handed-over to the Civil Aviation Flying Unit at Stansted Airport on October 29. Photo shows (left to right): Mr. Humphrey Wood, director and general manager, Hawker Siddeley Aviation Ltd.; Mr. Goronwy Roberts, Minister of State, Board of Trade ;and Capt. B. E. Marshall, Commander of the Civil Aviation Flying Unit. The HS748 is seen in the picture on the right.

TWO 'FLYING LABORATORIES' went into service on October 29 with the Board of Trade Civil Aviation Flying Unit. They are HS748 aircraft which have been fitted with the latest flight inspection equipment. They will be used to check to high standards of accuracy the ground navigational aids used by civil aircraft. The use of these aids is a major contribution to safety in the air, particularly in poor weather conditions. The growth of air traffic demands more aids to navigation, to ensure that aircraft maintain regularity and correct separation.

Accepting the aircraft from Hawker Siddeley Aviation at Stansted Airport during an Open Day for members of the Press, Mr. Goronwy Roberts, Minister of State, Board of Trade, said the work of the Unit was vital in the cause of air safety. The new aircraft would be used to commission and periodically check, radar and radio aids to air navigation. He instanced the increasing number of instrument landing systems being installed at United Kingdom airports to meet the latest developments in automatic approach and landing, in which Britain probably led the world. Their number in the United Kingdom alone was expected to increase from 40 at present to 60 or more over the next five years.

The provision of more advanced navigational aids does not automatically lead to safer air navigation. They have first to be correctly 'set' on installation, and then regularly checked for accuracy, under operational conditions.

The two new aircraft are fitted with a unique method for the flight checking of instrument landing systems. The technique uses the telecroscope ground tracking device, pioneered at the Civil Aviation Flying Unit. The telecroscope is now in commercial production. This device enables the position of an aircraft during its calibration flight to be determined with great precision, so providing a check on the accuracy of the ground aids.

Considerable overseas interest has been shown in the development of the telecroscope system. Complete systems have already been bought by Brazil, the Union of South Africa, and East Africa, and parts of the equipment by Germany (FR), Switzerland and Australia. Others, who have shown interest in the development are Canada, New Zealand and Yugoslavia.

The growth of air travel coupled with the introduction of more sophisticated navigational aids places greater responsibility on the Civil Aviation Flying Unit. The acquisition of the new aircraft is expected to enable it to meet demands made upon it for many years to come.

The work of the HS748, as delivered by Hawker Siddeley Aviation and fully equipped for its flight inspection role, was one of the features of the Open Day. A demonstration of the telecroscope used in flight inspection of the Instrument Landing System was also given. A broad picture of the Unit's role was given by Captain B. E. Marshall, Unit Commander, and talks were also given by Captain C. S. Spece, a Deputy Commander, and Mr. A. C. Marchant, Telecommunications Superintendent. Visits were paid to the Calibration Laboratory and Bay, the Analysis Room and Briefing Room X.

NBPI report on pay of ground staff at aerodromes

THE NATIONAL BOARD for Prices and Incomes Report No. 128, issued on October 27 deals with the pay of ground staff employed on industrial duties of civil publicly-owned aerodromes, by the British Airports Authority, Local Authorities and the Board of Trade. The Government commends this report for study by the parties.

The board's main recommendation is for the establishment of of unified negotiating arrangements, supported by an Expert Advisor Unit on efficiency. The Government intends to discuss these proposals with the parties concerned.

Merchant Navy at Remembrance Day ceremonies

THE MERCHANT NAVY and Fishing Fleets will be represented at Remembrance Day ceremonies at the Cenotaph and Westminster Abbey on Sunday, November 9. The wreath in memory of the men of the Merchant Navy and Fishing Fleets who gave their lives in

either of the World Wars will be laid at the Cenotaph by Skipper J. C. Lilley of Hellyer Brothers Ltd., Hull.

A contingent of three officers, one instructor and 21 trainees from the Gravesend Sea School will form part of the parade in Whitehall, with detachments from the fighting services. At Westminster Abbey the Merchant Navy and Fishing Fleet's representative in the procession to the Tomb of the Unknown Warrier, which forms part of the Abbey Service, will be Captain R. J. Cutler of P & O Lines Ltd.

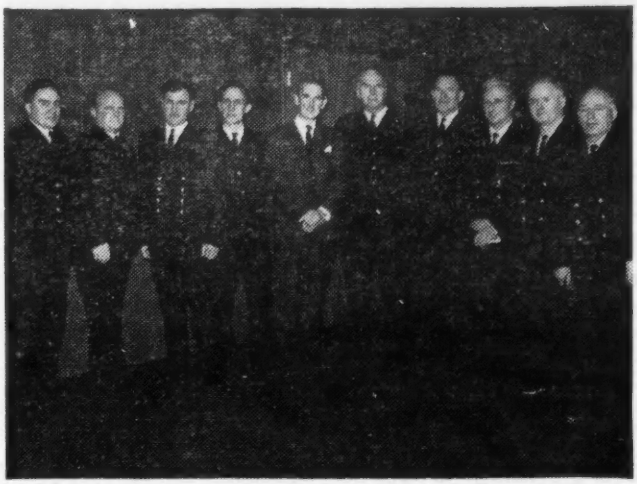
Representatives of the Merchant Navy and Fishing Fleets, and of organizations within the shipping industry, will also be present.

A Service will be held at the Merchant Navy War Memorial, Tower Hill, when wreaths will also be laid in memory of the men of the Merchant Navy and Fishing Fleets who lost their lives in either of the World Wars.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.



Board of Trade Aerodrome Fire Service and British Airports Authority Fire Service officers receiving Fire Brigade Long Service and Good Conduct medals from Mr. Goronwy Roberts (centre), Minister of State, Board of Trade, awarded under Royal Warrant to members of Local Authority and Government Department Fire Brigades of which the Aerodrome Fire Service is one. It requires the completion of 20 years' service with a very good record before a man can be put forward for the award by the Chief Fire Service Officer.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, WC2 (Tel. 01-405 3422).

Materials Research at the A. D. Little Laboratories, by M. D. Ashton. 2 pages. *UKSM Report No.* 69/65. Techniques developed in electron miscroscopy studies, and for growing crystals and studying the stability of refractory materials, are described in this report. Plans for designing experiments to study the solidification of metals under zero gravity conditions are also described briefly.

Fish and Fisheries Research in New England, by M. D. Ashton. 3 pages. *UKSM Report No.* 69/56. Activities of the two Bureaux of Commercial Fisheries installations at Gloucester, Massachusetts, which are described, include the testing at sea of fishing gear and vacuum evisceration equipment, explorations for new offshore, commercially exploitable fisheries, investigations of the use of microwave equipment for gaping oysters and other bivalves, and studies of odour development and keeping properties of fish.

A Visit to Massachusetts Institute of Technology, by M. D. Ashton. 5 pages. *UKSM Report No.* 69/57. Some of the research activities being undertaken at MIT in the Department of Chemical Engineering and at the Center for Materials Science and Engineering, are described. These include research in biochemical engineering, and in water desalination by the freezing process and through reverse osmosis, and investigations of metals, alloys and composites having potential superconducting or high-strength properties.

Agricultural Engineering Research of the University of Maine, by M. D. Ashton. 2 pages. *UKSM Report No.* 69/58. Problems arising from the harvesting of trees, potatoes and blueberries, and from the feeding of poultry litter to livestock, which are being investigated in the Department of Agricultural Engineering of the University of Maine are described in this report.

Robert Hough

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
November 12	Vehicles and miscellaneous stores	The County Hall, Botchergate, Carlisle	Harris & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

Morris Mini-Buses; Thames 2-ton Vans; Land Rovers; Austin Vans; Brockhouse Trailers; Ford 'Snogo' Rotary Snow Ploughs; Mack Trucks with Grit Spreader Bodies and Winches; Atkinson Diesel Trucks with Grit Spreader Bodies and Angledozer Blades; a 'Unimog' with Air-cooled V6 Diesel Engine; machine and hand tools including bench grinders; bending machines; presses; crimping and riveting tools; bolt croppers; pneumatic drills; electric saws; vices; augers; chisels; hammers; jacks, etc.; electrical items including oscilloscopes; rectifiers; junction boxes; valves; batteries; heaters; cable; loudspeakers; indicators; test sets, etc.; gyro units; stop and pocket watches; binoculars; clothing and textiles; office and household furniture; telephones; oxygen spares; engine covers; rack assemblies; canvas delivery hose; wooden boxes; bedding; carpets; table linen; kitchen utensils; cutlery, etc.; large quantity of miscellaneous stores.

November 18	Vehicles and miscellaneous stores	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 0532 20898.)

Thames and Austin Vans; Land Rovers; Morris Mini-Buses; Brockhouse 2-wheeled Trailers; fork lift trucks; pallet transporters; lathes; grinding machines; generating and charging plants; welding plant; transporting and lifting equipment; compressors; hot dip tanks; lubricating, spraying and washing plant; dynamometers; telephone cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; firefighting equipment including lengths of delivery hose; trolley, hydraulic and screw jacks; binoculars; watches; ironmongery; household and kitchen equipment; steel and wooden boxes; jerricans; buckets; electric fires; motor vehicle assemblies, spares and equipment; sandbags; tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kit bags; camp equipment; clothing including greatcoats; raincoats; battle dress; shirts; jerseys; boots and shoes, etc.; chairs; tables; wardrobes; lockers; chests of drawers; beds, etc.; large quantities of miscellaneous stores.

November 26	Vehicles, miscellaneous stores	Queen's Hall, N. Ireland War Memorial Buildings, 9/13 Waring Street, Belfast, 1.	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)

Ford Consul and Zephyr saloons; Morris Mini Minor saloons; Vauxhall Victors; Vanguard saloons; Lister industrial trucks; Coventry Climax portable fire pump with trailer; Lister concrete mixer; 2½-ton and 10-ton trolley jacks; sewing machines; machine tools; wireless conversion kits and valves; insulated cable; telephone sets (FL & D); electrical equipment including oscilloscopes; No. 9 rectifiers; beat frequency oscillators; insulators; lead acid batteries; miscellaneous vehicle spares; tyres; teleprinter paper; aerial variometers; clothing and textiles including DMS ankle boots; raincoats; shirts; curtains; carpets; berets, etc.; web haversacks and packs; mixed rags; scrap metals and a large assortment of other general stores.

December 2-3	Miscellaneous and technical stores	Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)

Plant equipment; firefighting equipment including fire pump delivery hose; large quantity machine tools including centre and capstan lathes; universal and horizontal millers; plain universal and bench grinders; watchmakers' lathes; cylinder borers, etc.; miscellaneous vehicle spares; tyres; clothing and textiles including vests and drawers; ankle boots (unworn); tartan cloth; greatcoats; raincoats, etc.; electronic valves; electrical and radar equipment; household furniture; kitchen equipment and a large assortment of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

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The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

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New Books

sion to Bulgaria, Rumania and Hungary, 21st June, 1969. (28 pages. Leicester and nty Chamber of Commerce, 4 Horsefair et, Leicester LE 16EA. 10s.) This recent by the Leicester Chamber of Commerce two main objectives: firstly to learn some- g of the prevailing economic conditions, to obtain an appreciation of the problems narketing in these countries, and secondly ook at various sectors of industry in order ind out the gaps in local production and ss future market prospects. The mission ed various foreign trade organizations and stries and had discussions with chambers commerce in each of the countries visited. report which results from this mission marizes the opportunities in these markets.

ners in Development. Report of the Commission on International Development. (399 s. Pall Mall Press. Cloth £2 10s.; paper- 18s.) The commission was established October 1968 when the President of the ld Bank, Robert S. McNamara, invited er B. Pearson, former Canadian Prime ister and Nobel Peace Prize winner to me its chairman. This commission aided full-time staff of 15 development experts n from all over the world, has spent a analysing the development field, and, in icular, the part played by external assist- . It has sponsored regional meetings in n America, Africa, the Middle East, South , and East Asia, at which some 70 govern- ts made representations. The *Pearson ort*, whose recommendations will help e the future of development assistance n the rich to the poor countries, is ressed to the full range of development blems, from philosophy to technique. It poses a new basis of international co- ration for development and spells out the onsibility of both high and low-income tners. It suggests dramatic changes in the me and terms of aid, the approach to the unting debt burden of developing countries, problem of rapid population growth, the iculties in programming technical assist- e, and the role and function of international agencies – with the goal of transforming the ent aid framework into one suitable for requirements of the next two decades.

icies and Means of Promoting Technical gress. United Nations. (159 pages. Avail- e from HMSO at 20s. 8d.; by post 22s.) s compendium has been prepared by the retariat of the Economic Commission for rope in order to make available the studies policies and means of promoting technical gress which were presented to the fifth eting of senior economic advisers to ECE vernments. There is a commentary on the ers and on the discussion at the meeting. present volume contains an introductory pter commenting on the major issues emerg- in the case studies contributed by several ticipating countries and on the discussion these case studies at the meeting; a back- und paper prepared by the ECE Secretariat on 'Policy for technical progress' and the case studies presented at the meeting by several participating countries.

The Economics of Ocean Freight Rates, by Esra Bennathan and A. A. Walters. (144 pages. Published by Praeger. Distributed by Pall Mall Press. £6 5s.) The first four chapters in this book examine the structure of the freight rate system, differences in free-market and cartel systems, the economic consequences of liner conference actions, and shipping costs and their relation to freight rates. There follows a case study of the North Atlantic route controversy, based on the hearings before the United States Congress Joint Economic Committee, Subcommittee on Federal Procurement and Regulation, 89th Congress, 1st Session, published as *Discriminatory Ocean Freight Rates and the Balance of Payments* (Parts 1 and 2. Washington, United States Government Printing Office, 1965). During these hearings, the United States Federal Maritime Commission submitted in evidence a study of inbound-outbound traffic statistics and freight rate structure in the trade between United States North Atlantic ports and United Kingdom ports, which was accompanied by comments by the British Government and a rejoinder by the FMC. The authors discuss the conflicting views put forward. Their final chapter discusses the role of government in ocean shipping, particularly bearing in mind the problems of developing countries. A technical appendix and a bibliography complete the volume, which is published in the series of *Praeger Special Studies in International Economics and Development.*

Managerial Economics: Analysis for Business Decisions, by D. C. Hague. (356 pages. Longmans. £2 5s.) In this account of practical economics as it affects management, the author discusses the practical decision problems that are management's main concern – problems of how best to make use of expensive resources. Although the author's approach is that of the normative economist, he has been particularly careful to remain constantly in touch with what happens in practical business management in a world where conditions are in no way ideal. *Managerial Economics: Analysis for Business Decisions,* gives an introduction to the whole range of economic and financial problems of business, but emphasizes problems of decision rather than of control. This publication is aimed especially at two types of readers. First, there are those who are studying for degrees or diplomas in business studies or in management. Second, there are managers who are attending management courses after some years in business. It will, however, also be a useful introductory book for those embarking on university post-graduate courses in business.

Management Training in the Distributive Trades. NEDO: Economic Development Committee for the Distributive Trades. (44 pages. Available from HMSO at 9s.; by post 9s. 6d.) Training boards have a statutory duty to train right down the line, from management downwards. However, it is only if management is really keen about training and development that the maximum value of training down the line can be obtained. For this reason the Economic Development Committee for the Distributive Trades is of the opinion that they have a duty to make management training their top priority. *Management Training in the Distributive Trades* is a useful preliminary guide to the training and development of managers in the distributive trades. It explains why managers should be trained; what training they should be given; who should be trained and how to set up a training scheme. The guide will be of value to medium and larger sized retailers who are interested in management training and particularly to those who are considering the introduction of a systematic management training scheme. Additionally, it will help those who feel that their existing scheme needs revision.

International Productivity Comparisons in Telecommunications. Economic Development Committee for the Post Office. (53 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, SW1). This report describes a detailed examination sponsored by the Post Office Economic Development Committee into the differences in labour productivity and the reasons for those differences in the United Kingdom, the Netherlands and Sweden in three areas of post office telecommunications.

On D Day – 15 February 1971 – the United Kingdom will introduce decimal currency. It is a more efficient money system which will bring benefits in quicker and easier cash handling and accounting. **New Money in Your Shop.** Decimal Currency Board. (21 pages. Available from HMSO at 1s.; by post 1s. 4d.) has been prepared mainly for the smaller retailer but will be of interest to everyone whose business involves trading with the public on a cash basis. For the sake of simplicity, expressions like 'shop' and 'shopping' are used throughout the text but it is not intended to exclude the wider field of trade and commerce, such as the service industries, where the term 'shopping' is not altogether appropriate. *New Money in Your Shop* gives information on, the decimal currency which will be used in cash transactions, a decimal shop, mixed money situation, re-pricing of goods, cheques and £ s d debts, cash registers and other machines, and training staff.

Flooring with Mastic Asphalt. (35 pages. Available free from Mastic Asphalt Council and Employers Federation, 14 Howick Place, London, SW1). Mastic asphalt is being increasingly specified in place of sand cement screeds. This booklet gives a range of specifications, many of which are in compliance with present British Standards. *Flooring with Mastic Asphalt* contains a number of useful appendices. Appendix 6 contains a list of the members of the Mastic Asphalt Council and Employers Federation.

Other Publications

THE COSTS OF ECONOMIC GROWTH, by E. J. Mishan. 240 pages. Penguin Books. 6s.

ECONOMISTS IN INDUSTRY, by Graham Bannock. 18 pages. Newman Neame Ltd. 2s. 6d.

THE MIDDLE EAST AND NORTH AFRICA 1969-70. 16th edition. 988 pages. Europa Publications. £7.

MONETARY THEORY, edited by R. W. Clower. 360 pages. Penguin. 10s.

REPORT OF THE GOVERNMENT CHEMIST 1968. Ministry of Technology. 191 pages. Available from HMSO at 17s. 6d.; by post 18s. 4d.

TAXATION KEY TO INCOME TAX AND SURTAX, edited by Percy F. Hughes and J. M. Cooper. 249 pages. Taxation Publishing Company Ltd., 98 Park Street, London, W1Y 4B4. 22s.; by post 22s. 10d.

THERMAL ACOUSTIC VIBRATION INSULATION HANDBOOK 1969/70. Metric Edition. 304 pages. Lomax Erskine Publications Ltd., 8 Buckingham Street, London WC2. 15s.

WHEATCROFT ON CAPITAL GAINS TAXES. Third Cumulative Supplement. 98 pages. Sweet and Maxwell. 20s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retail
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
2nd quarter	112	113	126	125	109	100	136	131	127	138	143	43	–10	1	15
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	2
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	46
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	114	123	140	141	112	104	131	135	134	128	129	22	7	–11	– 2
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August		124 p				105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		series in £ million
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	– 59
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*3·3*	108·4	108·2	175·3	515	175	24,475	129	119	–285
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	10
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–251
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	162	154	19
2nd quarter	119	131 p	131·8	*5·4*	124·2	115·1	195·4	527	195		168	162	75
3rd quarter			132·0	*5·0*	126·3 p	116·3 p	197·1	581	192		167	173	
1969													
April	118	134 p	131·7	*5·5*	123·7	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	*5·3*	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	*5·3*	124·8	116·0	196·6	577	186		170	163	
August		134 p	131·8	*4·9*	127·1 p	116·2 p	197·1	585	192		165	180	
September			132·2	*5·1*	126·9 p	116·6 p	197·6	580	199		166 r	176	
October								554 p	202 p				

†Not seasonally adjusted.

ndustrial countries' trade and production in the second quarter of 1969

xports

HE SEASONALLY adjusted dollar value of exports from industrial ountries rose by some 10½ per cent in the second quarter of 1969. his sharp increase was due in part to the ending of the dock rikes in the United States, which had affected exports from a umber of countries in the first quarter. Early information in- ctates that industrial countries' exports showed a further appreci- ble increase in the third quarter.

Trade between industrial countries in the second quarter was per cent above the first quarter's level, while exports to primary oducers rose by 15½ per cent. Among the leading exporting countries, United States exports were 29½ per cent greater than in the first quarter, while those from the EEC increased by 9 per cent and those from the United Kingdom and Japan by about 5½ per cent each.

Exports of manufactured goods by the main manufacturing countries showed a marked recovery in the second quarter, and were some 9½ per cent above the first quarter's level.

Imports

The seasonally adjusted dollar value of industrial countries'

(*Continued on next page*)

able 1. Industrial countries' trade

arters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) to			Imports (c.i.f.) (‡) from		
	World	Industrial countries (†)	Primary producers (†)	World	Industrial countries	Primary producers
63	24·16	16·39	7·42	25·26	16·90	8·35
64	27·47	18·57	8·60	28·45	19·21	9·22
65	30·13	20·81	9·17	31·14	21·34	9·78
66	33·34	23·19	9·94	36·43	23·99	10·62
67	35·17	24·65	10·40	36·44	25·40	11·02
68	39·68	28·13	11·44	41·11	28·94	12·14
65 1st quarter	28·23	19·52	8·69	29·18	19·89	9·25
2nd quarter	29·95	20·46	9·29	30·96	21·26	9·71
3rd quarter	30·67	21·14	9·33	31·52	21·61	9·87
4th quarter	31·35	21·98	9·33	32·89	22·52	10·32
66 1st quarter	32·10	22·69	9·41	33·71	23·40	10·26
2nd quarter	32·88	22·92	9·66	34·10	23·58	10·56
3rd quarter	33·82	23·35	10·19	35·31	24·28	10·99
4th quarter	34·46	23·76	10·46	35·51	24·65	10·84
67 1st quarter	36·16	24·46	10·70	35·98	25·09	10·86
2nd quarter	35·19	24·47	10·61	36·02	25·29	10·73
3rd quarter	35·15	24·44	10·42	36·16	25·16	11·08
4th quarter	35·55	25·37	9·92	37·74	26·16	11·56
68 1st quarter	37·61	26·76	10·91	39·04	27·49	11·46
2nd quarter	37·85	26·70	11·06	39·57	27·62	11·94
3rd quarter	41·12	28·97	11·88	42·06	29·47	12·52
4th quarter	41·79	29·84	11·76	43·38	30·75	12·62
69 1st quarter	41·74	30·42	11·41	43·63	30·87	12·69
2nd quarter	46·15	32·83	13·18	47·66	34·25	13·46

(†) Excluding United States special category exports (see definitions).
(‡) Imports into Canada and the United States are valued f.o.b.
Source: OECD.

able 2. Exports from industrial countries

arters or quarterly averages, seasonally adjusted — US $ thousand million (f.o.b.)

	Total	Canada	United States	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
63	24·16	1·62	5·73	1·36	15·44	3·06	2·86	9·40	2·02	3·65	1·27
64	27·47	1·93	6·52	1·67	17·36	3·20	3·24	10·65	2·25	4·05	1·49
65	30·13	2·03	6·75	2·11	19·24	3·43	3·56	11·98	2·51	4·47	1·80
66	33·34	2·39	7·48	2·45	21·03	3·67	3·83	13·16	2·73	5·03	2·01
67	35·17	2·64	7·79	2·61	22·13	3·60	4·07	14·04	2·85	5·43	2·18
68	39·68	3·14	8·50	3·25	24·80	3·84	4·46	16·06	3·18	6·21	2·55
65 1st quarter	28·23	1·90	5·79	2·06	18·47	3·31	3·48	11·54	2·34	4·37	1·69
2nd quarter	29·95	1·97	7·07	2·13	18·77	3·34	3·48	11·71	2·47	4·38	1·77
3rd quarter	30·67	2·05	6·91	2·18	19·53	3·49	3·60	12·08	2·59	4·49	1·82
4th quarter	31·55	2·15	7·17	2·09	20·14	3·57	3·72	12·51	2·66	4·65	1·86
66 1st quarter	32·10	2·29	7·25	2·37	20·20	3·60	3·74	12·51	2·64	4·76	1·91
2nd quarter	32·88	2·27	7·42	2·38	20·82	3·46	3·84	13·16	2·77	4·95	2·03
3rd quarter	33·82	2·46	7·56	2·46	21·33	3·72	3·84	13·41	2·78	5·18	2·03
4th quarter	34·46	2·51	7·68	2·57	21·70	3·91	3·93	13·54	2·74	5·26	2·08
67 1st quarter	35·16	2·65	7·83	2·57	22·12	3·89	4·02	13·82	2·78	5·31	2·18
2nd quarter	35·19	2·64	7·79	2·59	22·18	3·71	4·11	13·89	2·82	5·40	2·15
3rd quarter	35·15	2·54	7·85	2·70	22·06	3·67	4·01	13·87	2·84	5·41	2·12
4th quarter	35·55	2·75	7·82	2·64	22·35	3·11	4·16	14·66	2·97	5·64	2·27
68 1st quarter	37·61	3·04	8·04	2·89	23·65	3·73	4·30	15·20	3·14	5·76	2·38
2nd quarter	37·85	3·10	8·33	3·23	23·20	3·63	4·33	14·83	2·62	5·75	2·50
3rd quarter	41·12	3·10	8·99	3·31	25·71	3·94	4·54	16·69	3·53	6·43	2·53
4th quarter	41·79	3·28	8·57	3·48	26·46	4·05	4·61	17·34	3·41	6·81	2·75
69 1st quarter	41·74	3·47	7·64	3·75	26·88	4·03	5·04	17·43	3·57	6·39	2·87
2nd quarter	46·15	3·36	9·89	3·95	28·94	4·25	5·08	19·04	3·84	7·19	3·11
3rd quarter				4·15		4·54			3·64	7·44	

urces: United Kingdom: Board of Trade.
Other countries: OECD.

INDUSTRIAL COUNTRIES' TRADE, *continued*

total imports in the second quarter of 1969 was 9 per cent greater than in the first quarter, with an 11 per cent rise in imports from other industrial countries and a 6 per cent increase in imports from primary producers. The most pronounced individual increase was in imports into the United States which, recovering from the effects of the dock strikes, were 25 per cent greater than in the first quarter. French imports showed an increase of 11 per cent, while those into Italy rose by 9 per cent. United Kingdom imports were 3½ per cent above the first quarter's level.

Industrial production

Industrial countries' industrial production showed a further advance in the second quarter of 1969, the seasonally adjusted index being some 2 per cent higher than in the first quarter. This reflected a very sharp rise in Japanese production and further steady increases in the EEC countries and the United States.

Definitions

In this article, the *industrial countries* comprise all members of the OECD except Finland. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, the People's Republic of China, North Korea and North Vietnam.

Table 3. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (c.i.f.)

	Total	Canada (†)	United States (†)	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1963	25·26	1·52	4·25	1·69	17·81	3·49	3·52	10·11	2·18	3·26	1·90
1964	28·45	1·74	4·65	1·99	20·08	3·99	4·04	11·23	2·52	3·65	1·81
1965	31·14	2·00	5·32	2·04	21·78	4·03	4·43	12·25	2·59	4·37	1·84
1966	34·63	2·33	6·34	2·38	23·58	4·16	4·74	13·42	2·97	4·51	2·14
1967	36·44	2·52	6·68	2·92	24·32	4·42	4·93	13·74	3·10	4·34	2·42
1968	41·11	2·86	8·25	3·25	26·75	4·74	5·17	15·50	3·50	5·04	2·56
1965 1st quarter	29·18	1·85	4·74	1·98	20·61	3·84	4·32	11·51	2·45	4·12	1·73
2nd quarter	30·96	1·93	5·38	2·09	21·53	4·04	4·41	11·97	2·53	4·33	1·77
3rd quarter	31·52	2·02	5·23	2·06	22·21	4·11	4·51	12·48	2·62	4·50	1·90
4th quarter	32·89	2·17	5·90	2·05	22·81	4·12	4·48	13·02	2·75	4·54	1·96
1966 1st quarter	33·71	2·22	5·97	2·23	23·29	4·27	4·63	13·10	2·81	4·58	2·06
2nd quarter	34·10	2·27	6·21	2·30	23·31	4·13	4·65	13·26	2·93	4·53	2·07
3rd quarter	35·31	2·36	6·65	2·43	23·88	4·31	4·75	13·57	3·06	4·47	2·19
4th quarter	35·51	2·48	6·65	2·57	23·82	3·95	4·94	13·63	3·11	4·46	2·26
1967 1st quarter	35·98	2·46	6·65	2·73	24·13	4·41	4·95	13·56	3·16	4·25	2·35
2nd quarter	36·02	2·56	6·52	2·86	24·08	4·45	4·88	13·42	2·97	4·22	2·36
3rd quarter	36·16	2·42	6·60	2·95	24·19	4·36	4·98	13·62	3·11	4·29	2·45
4th quarter	37·74	2·51	7·08	3·15	25·01	4·47	4·94	14·44	3·20	4·59	2·55
1968 1st quarter	39·04	2·80	7·75	3·10	25·39	4·66	4·98	14·51	3·26	4·75	2·24
2nd quarter	39·57	2·74	8·27	3·11	25·45	4·62	5·04	14·50	2·99	4·82	2·56
3rd quarter	42·06	2·79	8·41	3·30	27·56	4·80	5·27	16·12	3·81	5·22	2·67
4th quarter	43·38	3·08	8·45	3·45	28·40	4·88	5·34	16·67	3·99	5·31	2·78
1969 1st quarter	43·63	3·26	7·69	3·44	29·24	4·85	5·47	17·47	4·02	5·80	2·84
2nd quarter	47·66	3·28	9·61	3·45	31·33	5·02	5·83	18·92	4·47	6·12	3·10
3rd quarter						4·99			4·42	6·25	

(†) Canadian and United States imports are valued f.o.b.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 4. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages — US $ thousand million (f.o.b.)

	Total (†) (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States (†)	Japan	Sweden	Switzerland	Belgium — Luxembourg	France	German Federal Republic	Italy	Netherlands
1963	16·24	2·45	0·71	3·46	1·23	0·55	0·55	0·96	1·46	3·23	0·97	0·68
1964	18·53	2·59	0·86	3·99	1·52	0·62	0·60	1·13	1·62	3·60	1·17	0·83
1965	20·69	2·80	0·95	4·21	1·94	0·69	0·67	1·30	1·83	3·98	1·40	0·91
1966	23·15	2·98	1·20	4·69	2·26	0·76	0·75	1·40	1·99	4·50	1·60	1·00
1967	24·69	2·95	1·47	5·07	2·45	0·83	0·80	1·44	2·11	4·87	1·75	1·06
1968	28·55	3·17	1·83	5·78	3·05	0·91	0·90	1·67	2·35	5·57	2·10	1·22
1965 1st quarter	19·49	2·68	0·84	3·66	1·67	0·66	0·61	1·28	1·73	3·86	1·32	0·87
2nd quarter	20·52	2·73	1·00	4·58	1·96	0·67	0·66	1·26	1·87	3·87	1·41	0·90
3rd quarter	21·07	2·85	0·92	4·03	2·05	0·62	0·66	1·25	1·70	3·84	1·37	0·89
4th quarter	21·66	2·92	1·04	4·57	2·11	0·79	0·78	1·41	2·02	4·34	1·50	0·99
1966 1st quarter	22·21	2·90	1·08	4·55	1·93	0·73	0·69	1·36	1·93	4·22	1·50	0·94
2nd quarter	22·52	2·81	1·18	4·79	2·17	0·78	0·74	1·40	2·10	4·38	1·65	1·03
3rd quarter	23·52	3·08	1·15	4·45	2·35	0·66	0·72	1·28	1·82	4·45	1·57	0·98
4th quarter	24·35	3·20	1·40	4·95	2·60	0·88	0·83	1·57	2·11	4·96	1·69	1·05
1967 1st quarter	24·55	3·18	1·38	5·10	2·13	0·78	0·74	1·47	2·08	4·66	1·73	1·05
2nd quarter	25·00	3·05	1·53	5·34	2·39	0·92	0·79	1·46	2·18	4·91	1·77	1·08
3rd quarter	24·65	3·03	1·34	4·73	2·58	0·70	0·74	1·22	1·90	4·62	1·66	1·03
4th quarter	24·95	2·53	1·64	5·14	2·70	0·93	0·90	1·59	2·28	5·29	1·82	1·09
1968 1st quarter	26·91	3·07	1·73	5·32	2·43	0·86	0·82	1·65	2·42	5·21	1·97	1·17
2nd quarter	27·02	3·01	1·88	5·99	2·99	0·89	0·86	1·64	1·95	5·09	2·05	1·16
3rd quarter	29·73	3·25	1·69	5·75	3·19	0·88	0·88	1·57	2·35	5·51	2·04	1·21
4th quarter	30·51	3·34	2·03	6·04	3·57	1·01	1·04	1·85	2·67	6·46	2·33	1·35
1969 1st quarter	30·31	3·37	2·00	5·59	3·16	1·00	0·94	1·91	2·64	5·76	2·38	1·35
2nd quarter	33·20 p	3·51	2·17	6·96	3·60	1·08	1·02	2·03 p	2·87	6·43	2·64 p	1·47
3rd quarter		3·80										

(†) Excluding United States special category exports (see definitions).
Sources: United Kingdom and Total: Board of Trade.
United States: Department of Commerce.
Other countries: OECD.

e excluded as reporting countries, but are included as markets r exports and as suppliers of imports.

Manufactured goods are the products defined by Sections 5 to of the Standard International Trade Classification. The *main anufacturing* countries are the 12 countries shown in Table 4. 1968 these countries acounted for 95 per cent of all exports manufactures from the industrial countries.

Some of the series in Tables 1 and 4 exclude United States 'special tegory' exports, for which detailed information on countries of stination is withheld by the United States authorities.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

able 5. World trade

arters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) from			*Volume of world exports 1963 = 100*	Imports (c.i.f.) (†) into		
	World	Industrial countries	Primary producers		World	Industrial countries	Primary producers
63	33·71	24·16	9·56	*100*	35·20	25·26	9·94
64	37·91	27·47	10·44	*110*	39·60	28·45	11·15
65	41·10	30·13	10·97	*118*	43·07	31·14	11·93
66	45·08	33·34	11·74	*127*	47·21	34·63	12·58
67	47·38	35·17	12·21	*133*	49·69	36·44	13·25
68	52·89	39·68	13·21	*169*	55·22	41·11	14·11
65 1st quarter	38·83	28·23	10·60	*112*	40·70	29·18	11·52
2nd quarter	40·93	29·95	10·98	*118*	42·98	30·96	12·02
3rd quarter	41·68	30·67	11·01	*120*	43·67	31·52	12·15
4th quarter	42·83	31·55	11·28	*123*	44·93	32·89	12·04
66 1st quarter	43·69	32·10	11·59	*124*	46·12	33·71	12·41
2nd quarter	44·64	32·88	11·76	*125*	46·25	34·10	12·15
3rd quarter	45·67	33·82	11·85	*128*	48·08	35·31	12·77
4th quarter	46·31	34·46	11·85	*130*	48·61	35·51	13·10
67 1st quarter	47·31	35·16	12·15	*132*	49·34	35·98	13·36
2nd quarter	47·18	35·19	11·99	*133*	49·49	36·02	13·47
3rd quarter	47·34	35·15	12·19	*133*	49·17	36·16	13·01
4th quarter	48·08	35·55	12·52	*135*	50·93	37·74	13·19
68 1st quarter	50·22	37·61	12·61	*143*	52·62	39·04	13·58
2nd quarter	50·91	37·85	13·06	*144*	53·43	39·57	13·86
3rd quarter	54·62	41·12	13·50	*155*	56·32	42·06	14·26
4th quarter	55·44	41·79	13·65	*153*	58·14	43·38	14·76
69 1st quarter	55·49	41·74	13·75	*154*	58·06	43·63	14·43
2nd quarter	60·44 p	46·15	14·29 p	*166*	62·46 p	47·66	14·80 p

Imports into Canada and the United States are valued f.o.b.
urces: Industrial countries: OECD.
Primary producers: International Monetary Fund (seasonally adjusted by the Board of Trade).
Volume index: United Nations (seasonally adjusted by the Board of Trade).

able 6. Index numbers of industrial production

asonally adjusted — 1963 = 100

	Industrial countries	Canada	United States	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
eights	100·0	3·5	51·0	5·7	39·8	8·6	1·6	25·0	7·8	10·6	4·0
63	100	100	100	100	100	100	100	100	100	100	100
64	108	110	106	116	107	108	110	107	108	108	101
65	115	119	115	120	112	111	119	111	109	114	106
66	123	128	126	136	118	113	124	117	117	116	118
67	126	130	127	162	119	113	127	119	120	114	128
68	135	137	133	190	128	120	133	128	125	128	136
65 1st quarter	112	116	113	120	111	111	117	110	106	114	101
2nd quarter	113	117	114	119	111	111	118	111	108	114	105
3rd quarter	115	121	116	120	112	111	121	112	110	114	107
4th quarter	117	124	118	122	114	113	121	114	113	115	110
66 1st quarter	121	127	123	126	117	114	123	116	114	118	114
2nd quarter	122	128	125	132	117	113	123	117	116	118	116
3rd quarter	124	128	127	139	118	114	123	118	119	116	121
4th quarter	125	129	128	146	117	111	125	117	119	114	121
67 1st quarter	124	129	127	151	117	111	127	117	119	112	126
2nd quarter	124	130	126	157	118	112	128	116	118	111	128
3rd quarter	126	131	127	166	119	112	127	119	120	114	127
4th quarter	129	132	129	174	123	115	130	123	123	120	131
68 1st quarter	131	133	130	177	124	117	129	125	127	120	133
2nd quarter	132	136	132	187	123	118	135	122	107	127	135
3rd quarter	135	138	133	194	130	120	137	131	131	129	136
4th quarter	139	142	135	203	135	122	141	137	139	135	140
69 1st quarter	141	145	137	205	137	123	143	140	138	140	144
2nd quarter	144	144	139	218	140	123	143	143	141	144	146

urces: OECD.

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Drink	2	2	14·2	14·2		
Tobacco	1	1	41·6			41·6
Chemical and allied industries	3	8	4·8	4·2	0·6	
Metal manufacture	8	8	8·4	4·1	0·9	3·3
Non-electrical engineering	15	17	21·0	4·9	9·5	6·7
Electrical engineering	3	4	11·0	3·3	7·7	
Vehicles	1	1	0·02	0·02		
Metal goods not elsewhere specified	2	2	24·8	0·1	10·6	14·1
Textiles	5	5	1·5	0·4	0·9	0·2
Clothing, leather, fur and footwear	4	5	4·0	0·4	3·1	0·4
Bricks, pottery, glass, cement, etc.	6	7	0·8	0·2	0·6	
Timber, furniture, etc.	1	1	0·6	0·6		
Paper, printing and publishing	4	4	1·2	0·2	1·0	
Other manufacturing industries	5	5	0·7	0·4	0·3	
Total	65	74	136·6	35·2	35·2	66·3
Distributive and Service Trades:						
Construction	4	4	2·4	2·3	0·02	0·02
Transport and communication (excluding shipping)	3	4	0·5	0·5		
Wholesale distribution	3	5	2·6	1·7	1·0	
Retail distribution	6	6	2·0	1·3	0·7	0·02
Miscellaneous services	12	16	46·2	6·2	30·2	9·8
Total	28	35	53·7	11·9	32·0	9·8
Property	6	7	7·9	0·6	5·5	1·8
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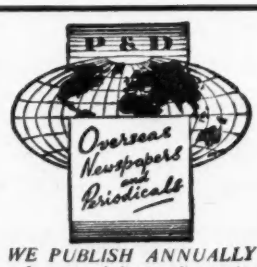

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Overseas transactions in 1968: films and television material

THE FILM INDUSTRY'S overseas receipts exceeded its payments by about £23 million in 1968, a surplus only fractionally lower than in 1967 which was in turn considerably higher than the £9 million excess of receipts over payments in 1966. The overseas transactions of the BBC and the independent television contracting companies contributed a further £1 million, making a total contribution to the balance of payments in respect of film and television transactions of £24 million in 1968.

Both receipts and payments in respect of cinematograph films remained broadly unchanged between 1967 and 1968, a rise in receipts from North America compensating for a fall in receipts from Western Europe. The pattern of payments did not change significantly, although there were higher payments to Western Europe.

These results were derived from a statistical inquiry by the Board of Trade into overseas transactions in respect of the production and exhibition of cinematograph film and television material in 1968. The scope and coverage of the inquiry was identical with that of previous inquiries in this series (see *Board of Trade Journal*, December 6, 1968).

Completion of the forms in this inquiry was obligatory under Section 1 of the Statistics of Trade Act, 1947. Returns were received from 154 firms, of which 48 had no overseas transactions to report. Firms were asked to report figures for the calendar year 1968 where possible, although some firms provided figures for their nearest accounting year. Among firms reporting for a non-calendar year, two firms reported for a year ending before December 31, 1968, and five firms reported for a year ending after December 31, 1968.

Table 1. Overseas transactions in respect of cinematograph films, 1964-1968

£ million

	1964	1965 (a)	1966 (a)	1967 (a)	1968 (a)
Expenditure (b)					
Overseas sterling area	0·1	0·6	0·5	1·2	0·9
Western Europe	1·0	3·4	6·4	4·1	5·4
North America	11·4	17·0	16·8	15·6	14·9
Other Non-Sterling Area	0·1	0·1	0·2	0·4	0·2
Total	12·7	21·2	23·8	21·2	21·4
Receipts: (c)					
Overseas Sterling Area	2·7	2·6	2·9	2·2	2·8
Western Europe	4·2	4·5	6·0	11·2	4·3
North America	12·1	19·5	22·7	30·9	36·2
Other Non-Sterling Area	1·3	0·9	0·9	1·1	1·2
Total	20·3	27·5	32·5	45·3 (d)	44·5 (d)

(a) Includes transactions by film companies in respect of rights restricted to television.
(b) Sums payable to overseas residents.
(c) Sums receivable from overseas residents.
(d) Includes £0·8 million in respect of rights restricted solely to television.

Summary of results

Table 1 indicates how receipts from overseas residents in respect of the production and distribution of cinematograph film were distributed geographically. Receipts from North America rose substantially between 1967 and 1968 (from £31 million to £36 million), receipts from Western Europe fell back to £4½ million in 1968 after the exceptionally steep rise between 1966 and 1967, and receipts from other areas remained small (£4 million in 1968 compared with £3½ million in 1967). Payments to North America continued in 1968 the gradual decline evident since 1965, while payments to Western Europe rose.

Tables 2 and 3 indicate that the fractional decline in receipts between 1967 and 1968 masked a small increase in receipts for the production of films, which did not quite balance the fall in receipts from performances in cinemas or on television. Receipts for the production of films tend to cover a relatively small number of large transactions, the timing of which may influence the recorded change between two calendar years. Thus, the underlying trend of receipts for production may have been greater between 1967 and 1968 than is apparent from the figures because of the grouping of a substantial number of large transactions in 1967. The fall in receipts for performances (which had been on a generally rising trend up to 1967) was especially concen

Table 2. Survey of overseas transactions in respect of cinematograph films, 1967 and 1968

	1967			1968		
	All firms	United Kingdom Subsidiaries of the major United States Film Companies	Other firms	All firms	United Kingdom Subsidiaries of the major United States Film Companies	Other firms
Expenditure:(b)						
(i) Performances in cinemas or on television	14·7	12·9	1·8	14·3	13·4	0·9
(ii) Production of films, etc.	6·5	5·5	1·0	7·0	4·9	2·1
Total payable	21·2	18·4	2·8	21·4	18·3	3·0
Receipts:(c)						
(i) Performances in cinemas or on television	12·0	6·7	5·3	8·7	4·5	4·1
(ii) Production of films, etc.	33·4	22·8	10·6	35·8	31·3	4·5
Total receivable	45·3	29·5	15·8	44·5	35·9	8·6

Notes: See Table 1

Table 3. Overseas transactions in respect of cinematograph film, analysis by area, 1967 and 1968

£ million

	1967 (a)					1968 (a)				
	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Area	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Area
Total expenditure:(b)	21·2	1·2	4·1	15·6	0·4	21·4	0·9	5·4	14·9	0·2
(i) Performances in cinemas or on television	14·7	0·1	1·0	13·6	0·1	14·3	—	0·8	13·5	—
(ii) Production of films, etc.	6·5	1·2	3·1	2·0	0·3	7·0	0·8	4·6	1·5	0·2
Total receipts(c)	45·3	2·2	11·2	30·9	1·1	44·5	2·8	4·3	36·2	1·0
(i) Performances in cinemas or on television	12·0	1·8	4·0	5·4	0·7	8·7	..	3·4	2·8	..
(ii) Production of films, etc.	33·4	0·4	7·2	25·5	0·4	35·8	..	0·9	33·4	..

Notes: See Table 1.

Table 4. Overseas transactions of the United Kingdom subsidiaries of the major United States film companies, analysis by area, 1966 and 1967

£ million

	1967 (a)				1968 (a)			
	Total	Western Europe	North America	Other Countries	Total	Western Europe	North America	Other Countries
Expenditure: (b)								
(i) (Performances in cinemas or on television	12·9	—	12·9	—	13·4	..	13·2	..
(ii) Production of films, etc.	5·5	2·9	..	..	4·9	..	..	..
Receipts: (c)								
(i) Performances in cinemas or on television	6·7	2·7	3·2	0·8	4·5	2·6	..	..
(ii) Production of films, etc.	22·8	0·2	22·6	—	31·3	0·2	31·1	0·1

Notes: See Table 1.

rated among United Kingdom subsidiaries of the major United States film companies.

Overseas payments both in respect of performances of films and in respect of production remained broadly unchanged between 1967 and 1968. The impact of devaluation on these payments appears to have been small. A substantial proportion of the payments for performances represents amounts payable which are in practice retained in the United Kingdom to finance the production of new films, and appear again in the credit side of the account. Expenditure overseas on film production rose slightly, especially in Western Europe, Spain being particularly important.

In general, United Kingdom payments for performances of films exceed receipts for performances, the net excess of payments over receipts rising from £2½ million in 1967 to £5½ million in 1968. Net receipts for performances from the overseas sterling area and Western Europe were more than outweighed by net payments to North America. Receipts for production tend substantially to outweigh payments for production, especially in North America. Lower receipts coupled with higher payments in Western Europe altered the situation in that area between 1967 and 1968 from one of net receipts for production of about £4 million in 1967 to one of net payments of nearly £4 million in 1968.

As in previous years, the share of the United Kingdom subsidiaries of the major United States film companies was substantial in 1968, both in respect of receipts (81 per cent of the total) and of payments (86 per cent of the total). Table 4 analyses the transactions of these companies, whose net balances of receipts over payments rose from £11 million in 1967 to £17½ million in 1968, mainly because of a substantial rise in receipts for film production, which more than outweighed the slight rise in amounts payable for performances.

Television material

As Tables 5 and 6 indicate, the overseas transactions of the BBC and the independent television programme contractors showed a fall in receipts between 1967 and 1968 which, combined with a slight increase in payments, led to a fall in the balance of receipts over payments from over £2½ million to about £1 million. Receipts from the overseas sterling area fell back between 1967 and 1968, although receipts from North America remained at a high level. However, payments to North America rose.

NOTES AND DEFINITIONS

Cinematograph Industry Inquiry

The statistics cover the value of transactions between the United Kingdom and overseas residents in respect of production, sales of rights and rentals of films of any width, and recordings on tape or other media, including overseas transactions on behalf of another producer, distributor or agent in the United Kingdom. There is, therefore, some overlap between these statistics and those for imports and exports of exposed cinematograph film of 16 mm and over in width in the Overseas Trade Accounts. The import and export figures, 3.9 million and 7.8 million respectively, however, include a number of items not covered by the inquiry; for example, film flown in from units on location abroad, for processing and immediate return to the unit overseas, and film imported and prints exported after processing by specialist film processing laboratories to the order of overseas customers. It is not possible to give any reliable indication of the extent of the overlap, but it seems likely to be of the order of half the export figures in the Overseas Trade Accounts and a rather higher proportion of the import figures.

Table 5. Overseas transactions of the BBC and ITA programme contractors, 1964-1968 (e)

£ million

	1964 Total	1965 Total	1966 (f) Total	1967 (f) Total	1968 (f) Total
Expenditure (b)	3·3	3·1	3·5	3·5	4·1
Receipts (c)	2·0	3·3	5·0	6·2	5·1

(b) and (c) See Table 1.
(e) Includes transactions in respect of BBC sound broadcasting.
(f) Includes transactions in respect of Independent Television News.

The statistics do not cover all the film companies' overseas transactions which affect the United Kingdom balance of payments since they do not include profits or capital transactions (except in connection with the provision of production finance).

Transactions relating to the Army Kinema Corporation are excluded throughout.

The basis of the register of the inquiry was described in detail in the *Board of Trade Journal* of January 6, 1967. This register is brought up to date annually by using a list of producers and distributors who registered British films with the Board of Trade.

Respondents were asked to return amounts against the geographical areas to which they were payable or from which they were receivable irrespective of where they might first have been earned.

Transactions with overseas branches and with companies registered abroad were included, as were debts to and credits from non-resident accounts. Receipts for production in the United Kindom comprise amounted remitted from overseas or put up from amounts held in the United Kingdom on behalf of overseas residents, and sums applied to the repayment of loans raised in the United Kingdom. Amounts for film production, including work on location abroad, remitted from

(*Continued on next page*)

Table 6. Summary of overseas transactions of the BBC and ITA programme contractors, analysis by area, 1967 and 1968 (e)

£ million

	1967 (f)					1968 (f)				
	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Area Countries	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Area Countries
Expenditure (b)	3·5	0·6	0·7	2·0	0·2	4·1	0·5	0·8	2·6	0·2
Receipts (c)	6·2	2·1	1·0	2·9	0·1	5·1	1·3	0·8	2·9	0·2

Notes: See Table 5.

OVERSEAS TRANSACTIONS, *continued*

the United Kingdom or put up from amounts held overseas on behalf of United Kingdom residents, were included as debits.

Firms were asked to state separately the amounts receivable in respect of rights relating solely to television (see Table 1); the corresponding payments for foreign television material are thought to be small.

General

The tables give the information in as much detail as is practicable without disclosing the affairs of individual undertakings.

Returns for accounting years were accepted from firms which could not provide information for calendar years.

In the tables:

– means nil or negligible, i.e. less than half the final digits shown.
. . means 'not available'

Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the third quarter of 1969 was 10 per cent more than in the same quarter of 1968, while production of viscose and acetate fibres was 15 per cent less.

Within the total for synthetic fibres, production of both continuous filament and staple fibre was 10 per cent more. Under the heading 'viscose plus acetate,' production of continuous filament was 10 per cent less and that of staple fibre was 17 per cent less than in the third quarter of 1968.

Quarterly averages and quarterly totals — million lb. (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	36·5	105·4	21·9	43·6	14·6	61·8
1962	45·7	111·1	28·5	44·2	17·2	66·9
1963	58·1	121·7	35·4	47·1	22·6	74·6
1964	69·7	136·6	41·4	53·1	28·3	83·5
1965	81·6	134·0	45·0	54·1	36·6	79·8
1966	96·3	124·1	52·8	50·0	43·5	74·1
1967	107·0	131·8	59·6	50·0	47·3	81·8
1968	147·9	149·2	79·5	53·7	68·4	95·5
1965 1st quarter	81·9	143·9	46·8	56·1	35·1	87·8
2nd quarter	81·5	140·4	47·3	53·8	34·2	86·6
3rd quarter	79·3	120·1	42·4	51·3	36·9	68·9
4th quarter	83·6	131·4	43·5	55·3	40·1	76·2
1966 1st quarter	99·5	129·0	54·1	54·0	45·5	75·0
2nd quarter	108·3	124·1	60·0	51·6	48·3	72·5
3rd quarter	90·3	115·1	50·8	46·4	39·5	68·7
4th quarter	87·2	128·1	46·5	48·1	40·7	80·0
1967 1st quarter	107·1	130·0	58·8	47·8	48·4	82·2
2nd quarter	108·9	131·9	59·7	50·3	49·2	81·6
3rd quarter	92·7	122·4	52·7	49·1	40·0	73·3
4th quarter	119·2	142·9	67·3	52·7	51·9	90·2
1968 1st quarter	140·7	151·8	79·0	55·0	61·7	96·8
2nd quarter	147·1	151·3	79·4	55·7	67·7	95·6
3rd quarter	141·4	143·3	75·3	49·6	66·1	93·7
4th quarter	162·5	150·5	84·5	54·6	78·0	95·9
1969 1st quarter	157·2	155·7	87·0	56·9	70·1	98·8
2nd quarter	166·8	150·0	86·8	55·8	80·0	94·2
3rd quarter	155·3	121·9	82·5	44·5	72·9	77·5

The heading 'Viscose + acetate' includes triacetate.
(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Production of man-made fibres in September

TOTAL PRODUCTION by weight of man-made fibres in September was 3 per cent less than in September 1968. Output of continuous filament was at the same level and staple fibre was 6 per cent less.

Total deliveries of man-made fibres in the third quarter of 1969 were 5 per cent less than in the corresponding quarter of 1968.

Deliveries for weft knitting and broad weaving were 10 per cent less and 1 per cent less respectively. Deliveries for warp knitting were 1 per cent more and for industrial purposes 7 per cent more.

Deliveries of staple fibre to the home trade during the third quarter of 1969 were 6 per cent less. Deliveries to cotton spinning were 9 per cent less, to wool spinning 14 per cent less, and to flax spinning 4 per cent less.

Deliveries of continuous filament yarn for export were 19 per cent less than in the third quarter of 1968, while deliveries of staple fibre were 4 per cent more.

Man-made fibre production

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1968 1st quarter	292·5	133·9	158·6
2nd quarter	298·4	135·1	163·3
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
1968 July	98·7	42·9	55·7
August	87·2	38·9	48·4
September	98·8	43·1	55·7
1969 July	92·5	43·0	49·5
August	89·1	40·8	48·3
September	95·7	43·2	52·5

† From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

Deliveries of continuous filament yarns (‡)

million lb.

	Total	Home					Exports as yarn (†)
	Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	
1964	390·1	295·6	87·1	56·8	42·6	95·7	13·3	94·6
1965	397·4	310·2	89·1	55·2	47·2	106·0	12·8	87·2
1966	405·3	329·5	90·6	68·2	46·1	107·2	17·4	75·8
1967	437·3	345·8	75·4	87·3	55·8	107·8	19·6	91·5
1968	525·5	416·4	88·1	121·1	70·6	115·0	21·7	109·0
1968								
1st qtr.	130·8	102·5	22·8	29·0	16·8	28·6	5·3	28·3
2nd qtr.	130·8	103·9	22·9	29·2	17·6	28·9	5·3	26·9
3rd qtr.	126·2	98·7	19·8	28·8	16·9	28·3	4·9	27·5
4th qtr.	137·7	111·3	22·5	34·1	19·3	29·2	6·3	26·3
1969								
1st qtr.	142·9	115·9	24·3	33·2	20·5	32·5	5·4	27·0
2nd qtr.	138·3	111·9	22·9	30·0	20·9	33·4	4·6	26·4
3rd qtr.	116·4	94·1	18·4 (§)	24·2	17·0	30·2	4·4	22·3

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(§) Includes 2·9 million lb. for carpets and rugs.

Deliveries of staple fibre

million lb.

	Total	Home					Exports (†)
		Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	
1964	459·9	349·6	136·7	127·4	38·3	47·3	110·4
1965	450·7	334·6	125·7	125·5	29·4	54·0	116·1
1966	450·9	325·3	114·8	125·6	28·3	56·5	125·7
1967	516·9	337·0	105·5	128·2	42·0	61·2	179·9
1968	622·6	381·6	115·2	128·3	58·0	80·1	241·0
1968 1st qtr.	147·8	97·6	28·8	35·8	13·3	19·7	50·2
2nd qtr.	152·3	95·3	27·5	32·6	12·6	22·6	57·0
3rd qtr.	152·1	87·1	27·0	28·0	14·0	18·1	65·0
4th qtr.	170·4	101·6	31·9	31·9	18·1	19·6	68·8
1969 1st qtr.	175·1	100·3	29·4	30·8	17·6	22·6	74·8
2nd qtr.	170·9	89·7	27·1	28·9	13·8	20·0	81·1
3rd qtr.	149·1	81·6	24·6	24·0 (‡)	13·4	19·6	67·5

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) Woollen spinning 12·2 million lb.; worsted spinning 11·8 million lb.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of October 1 issue.

Industrial building in the third quarter

THE FLOOR AREA of industrial development certificates approved in the third quarter, 25·7 million square feet, brought the total for the first three quarters of the year to a rate somewhat above the average for last year and a little over a third more than the 1967 average. These increases appear to be consistent with the rise expected in capital investment by private manufacturing industry this year and next. New building work in the past few years has accounted for between one fifth and one quarter of this investment.

Approvals in the quarter were lower than in the second quarter. The decline was mainly in the Development Areas, where the figure for the third quarter was 6·8 million square feet, compared with the high total of 9·9 million in the previous quarter. In the rest of the country approvals were 19·0 miillion square feet in the third quarter compared with 19·9 million in the second. Taking the period January-September, to iron out erratic quarterly fluctuations, Development Area approvals have covered 29 per cent of the Great Britain total, compared with 34 per cent in the year 1968 and 33 per cent in 1967. These areas contain a little under one quarter of the total population.

	Great Britain												
	Total	Development Areas (†)		Rest	Northern	Yorkshire and Humber-side	East Midland	East Anglia	South East	South Western	Wales	West Midland	North Western	Scotland
1961	56·5	15·0 ..		41·5	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9
1962	37·3	9·1 ..		28·2	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7
1963	39·2	12·2 ..		27·0	4·2	3·7	2·5	1·5	9·6	2·4	1·6	3·5	5·3	4·9
1964	59·0	20·2 ..		38·7	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9
1965	61·7	24·6 ..		37·1	6·2	6·2	3·4	1·8	11·2	3·1	4·5	5·0	9·2	11·0
1966	68·8	28·6 ..		40·2	8·2	6·4	4·4	3·8	10·8	3·6	9·3	5·1	9·0	8·2
1967	87·2 (59·7)	28·9 (26·5)	33	58·3 (33·2)	7·5 (7·5)	8·7 (4·6)	6·4 (3·9)	3·6 (2·1)	20·6 (11·1)	6·3 (3·3)	5·7 (5·7)	7·1 (4·0)	11·3 (7·5)	10·1 (10·1)
1968	110·3 (78·8)	37·9 (35·7)	34	72·4 (43·1)	11·9 (11·9)	9·0 (5·8)	7·3 (4·2)	4·7 (2·8)	21·2 (11·2)	6·3 (3·9)	8·8 (8·8)	11·6 (6·6)	17·8 (11·9)	11·8 (11·8)
1967 1st qtr.	27·2 (18·6)	9·8 (8·9)	36	17·4 (9·7)	2·6 (2·6)	3·4 (1·6)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·2 (1·2)	3·5 (2·2)	4·1 (4·1)
2nd qtr.	21·2 (14·5)	6·9 (6·5)	32	14·3 (8·0)	1·4 (1·4)	2·0 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (2·9)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·9 (1·9)	2·7 (2·7)
3rd qtr.	20·6 (14·0)	6·0 (5·5)	29	14·6 (8·5)	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·1)	1·4 (0·9)	1·3 (1·3)	1·7 (0·9)	2·9 (2·3)	1·8 (1·8)
4th qtr.	18·3 (12·5)	6·3 (5·7)	34	12·0 (6·8)	2·6 (2·6)	1·5 (0·8)	1·6 (0·9)	1·1 (0·8)	4·3 (2·2)	1·2 (0·7)	1·3 (1·3)	1·3 (0·8)	2·0 (1·1)	1·5 (1·5)
1968 1st qtr.	24·6 (18·1)	8·9 (8·4)	36	15·7 (9·7)	2·6 (2·6)	2·0 (1·5)	1·8 (1·0)	1·6 (1·0)	4·1 (2·1)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0)	3·8 (2·6)	3·8 (3·8)
2nd qtr.	27·1 (19·4)	8·2 (7·9)	30	18·9 (11·5)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·2)	2·0 (1·3)	1·3 (1·3)	3·9 (2·1)	3·6 (2·5)	2·4 (2·4)
3rd qtr.	31·2 (22·3)	12·6 (11·8)	40	18·6 (10·5)	4·4 (4·4)	2·2 (1·3)	1·6 (1·0)	1·3 (0·7)	6·5 (3·3)	1·5 (0·9)	3·0 (3·0)	2·8 (1·7)	5·1 (3·3)	2·8 (2·8)
4th qtr.	27·5 (19·1)	8·2 (7·7)	30	19·3 (11·4)	1·6 (1·6)	1·9 (1·2)	2·5 (1·3)	1·0 (0·6)	5·3 (2·6)	1·4 (0·8)	2·8 (2·8)	3·1 (1·9)	5·3 (3·5)	2·7 (2·7)
1969 1st qtr.	33·3 (22·6)	9·5 (8·7)	28	23·8 (13·9)	2·6 (2·6)	3·6 (2·3)	2·2 (1·3)	2·0 (1·4)	8·2 (4·0)	2·4 (1·4)	2·4 (2·4)	2·7 (1·6)	4·6 (3·0)	2·5 (2·5)
2nd qtr.	29·8 (20·5)	9·9 (8·9)	33	19·9 (11·6)	3·8 (3·8)	2·1 (1·2)	1·7 (1·0)	1·7 (0·9)	6·9 (3·6)	1·7 (1·1)	2·1 (2·1)	2·7 (1·7)	5·1 (3·1)	2·0 (2·0)
3rd qtr.	25·7 (18·0)	6·8 (6·5)	26	19·0 (11·5)	1·9 (1·9)	3·6 (2·2)	1·4 (1·0)	1·3 (0·9)	5·8 (3·4)	1·5 (0·8)	2·2 (2·2)	2·6 (1·3)	3·3 (2·1)	2·1 (2·1)
4th qtr.														

Notes:

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated: New Buildings, extensions to existing premises and existing buildings turned to industrial use are included.

( ) The figures in brackets are estimates of the floor area which would have been approved on the basis in use before the introduction of the Industrial Development Act in August 1966. The area of industrial development certificates was then extended to include all ancillary space for storage, canteens, etc. In Scotland, Wales and the Northern Region ancillary space was already being included in areas approved before that date but not in the other regions; because of the lack of compaibility the percentage share of Development is not shown prior to 1967.

(†) The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act, 1966, are the whole of the Northern Region, most of Scotland and Wales, and parts of the North West and South West Regions.

(‡) The above table is published on behalf of the Ministry of Technology.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, October 31, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 3 – 23rd Year	Br/E 34463	11	October 30	Data Film Distributors Ltd.	National Coal Board
Clegg	Br/E 34465	87	October 31	Tigon Pictures Ltd.	Lindsay Shonteff
The Haunted House of Horrors	Br/E 34466	91	October 31	.. ..	Tigon British Film Production Ltd.
Movietone News 2108	Br/E 34315	7	October 31	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2108A	Br/E 34316	7	October 31	.. .. ..	.. ..
Pathe News 69-87	Br/E 34367	7	October 31	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-88	Br/E 34368	7	October 31	.. .. ..	.. ..
				FOREIGN	
Michael Kohlhaas	F 34457	95	October 27	Columbia Pictures Corporation Ltd.	Oceanic Filmproduktion, GmbH, Munich
The Mad Room	F 34458	93	October 27	.. .. ..	Norman Maurer Productions Inc.
Land Raiders	F 34459	101	October 27	.. .. ..	Morningside Pictures Corporation.
Rampage At Apache Wells	F 34460	90	October 27	.. .. ..	Rialto Film Preben Philipsen GmbH, Berlin
La Voie Lactee (The Milky Way)	F 34461	100	October 27	Planet Film Distributors Ltd.	Greenwich Films Production SA, Paris.
Thunder At The Border	F 34462	94	October 28	Columbia Pictures Corporation Ltd.	Rialto Film Preben Philipsen GmbH, Berlin.
Staircase	F 34464	98	October 29	Twentieth Century-Fox Film Co. Ltd.	Stanley Donen Films Inc.

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Electronic capital equipment during the second quarter

PROVISIONAL TOTAL OUTPUT (i.e. Total deliveries plus Research and Development) in the second quarter of 1969 of the Capital Equipment sector of the electronics industry was slightly below that of the first quarter, according to Ministry of Technology figures issued on October 28. Total output still remains substantially higher than in the corresponding period last year.

Home output showed a decline of 4 per cent from the first to the second quarters, but exports increased by 4 per cent. There were large increases in total deliveries of computers and broadcasting equipment. Details are given in the attached table, in terms of current prices.

Because of the tendency of deliveries of electronic capital equipment to fluctuate from one quarter to another, the best indication of current achievement is a comparison between the first half of 1968 and the first half of 1969, as follows:

Total output of electronic capital equipment

	1st half 1968	1st half 1969	Increase	
	£ million	£ million	£ million	Percent
Computers	49·0	61·2	12·2	*25*
Control equipment	25·7	29·4	3·7	*14*
Measuring instruments	20·9	21·3	0·4	*2*
Nucleonic instruments	2·7	2·8	0·1	*4*
Broadcasting equipment	4·2	8·0	3·8	*90*
Radar and navigational aids	46·6	45·5	−1·1	*−2*
Radio communications	19·7	28·3	8·6	*44*
Other goods	19·0	18·0	−1·0	*−5*
Other work	11·2	14·0	2·8	*25*
Total deliveries	199·0	228·5	29·5	*15*
R & D	21·9	21·0	−0·9	*−4*
Total output	220·9	249·5	28·6	*13*

Total output increased by 13 per cent from one half-year to another, with computers, broadcasting equipment and radio communication equipment showing much larger increases.

Exports continue rise

Exports have always made an important contribution to the total output of electronic capital equipment, and deliveries were 37 per cent of the total in the first half of 1969 compared with 34 per cent in the first half of 1968, an improvement which is likely to continue.

In value terms export deliveries were £85 million in the first half of 1969, an increase of 24 per cent over the 1968 first-half figure of £69 million. Computers, public broadcasting and radio communications equipment were again in the categories showing the largest increases.

Orders on hand up 7 per cent

Orders on hand at June 30, 1969 amounted to £576 million, 7 per cent higher than the £537 million recorded at March 31. Both home and export orders rose, as indicated below:

Orders on hand for electronic capital equipment
(£ million current prices)

	Total	Home	Export
December 31, 1967	476	319	156
March 31, 1968	490	318	172
June 30, 1968	519	333	186
September 30, 1968	532	335	197
December 31, 1968	536	360	176
March 31, 1969	537	357	180
June 30, 1969	576	374	202

Included in these figures are orders for computers which, at June 30, 1969, were £184 million of which £65 million were for export.

Employment

Total employees at June 30, 1969, were stable at 146,000, of which 46,000 were in the computer sector.

Deliveries, R & D and other work — £ million current prices

	1967		1968		1968		1969							
					2nd quarter		3rd quarter		4th quarter		1st quarterp		2nd quarterp	
	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export
1. Electronic computers and related equipment	94·4	35·3	109·9	39·0	25·6	9·3	30·4	10·8	30·5	12·0	29·5	10·5	31·7	13·2
2. Industrial electronic control equipment	42·5	9·4	53·1	12·7	12·6	2·9	13·2	3·1	14·2	3·5	14·9	2·8	14·5	3·4
3. Electronic measuring and testing equipment	36·8	15·3	42·8	18·7	9·7	4·3	11·3	5·1	10·6	4·9	10·8	4·7	10·5	4·9
4. Nucleonic instruments and controls	4·3	1·0	5·4	1·2	1·2	0·3	1·2	0·3	1·5	0·3	1·6	0·3	1·2	0·4
5. Public broadcasting and ancillary equipment	8·2	4·8	10·1	4·7	2·4	0·9	2·5	1·2	3·4	2·0	3·7	1·6	4·3	1·7
6. Radar	87·6	30·8	97·4	43·8	23·1	10·9	26·2	12·0	24·6	10·0	24·4	11·7	9·3	5·1
7. Electronic navigational aid equipment													11·8	5·3
8. Radio communication equipment	38·4	17·5	44·1	19·1	10·1	4·0	11·6	5·4	12·8	6·2	13·9	6·0	14·4	6·2
9. Other electronic capital goods	36·2	9·0	35·7	9·9	8·9	2·2	7·8	2·6	8·9	2·4	9·8	3·0	8·2	2·2
10. Other work	18·6	3·1	25·2	3·5	5·8	0·7	7·4	1·0	6·6	1·3	6·5	0·9	7·5	1·1
Total deliveries	367·0	126·2	423·8	152·6	99·4	35·5	111·7	41·4	113·1	42·7	115·1	41·5	113·4	43·4
11. Research and development	43·0	2·6	43·7	3·2	11·0	0·8	10·4	0·5	11·4	1·0	10·4	0·6	10·6	0·6
Total output	410·0	128·8	467·5	155·8	110·4	36·3	122·1	41·9	124·5	43·7	125·5	42·1	124·0	44·0
12. Sales to other United Kingdom electronics manufacturers	8·3		12·9		3·1		4·0		2·8		3·2		2·2	

Notes: (1) Items 2, 3, 4 above are derived from the Electronic Capital Equipment and the Scientific Instrument inquiries.
(2) Item 10 covers the installation and field maintenance of capital equipment.
(3) Item 11 refers only to contract R & D. It does not include 'in-house' R & D for firm's own products.
(4) Item 12 is already included as part of the output of these other manufacturers in Total Output.

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Machine tool deliveries continue at a high level

THE SEASONALLY adjusted figures for machine tool deliveries issued by the Ministry of Technology for July and August reflect the high levels achieved in the second quarter.

After a drop in the early months of the year, home deliveries recovered and, in the period June-August, were 17 per cent higher than in the preceding three months.

Export deliveries were 12 per cent higher on the three month comparison.

Net new orders, as always, fluctuate more, but the latest figures indicate that both home and export net new orders remain at the high levels attained in the earlier months of the year.

Description of Statistics

The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (†)	
	Total	Home	Export	Total	Home	Export	Home	Export
1965	141·3	97·4	43·9	104·2	75·3	28·9	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·1	29·5	101·3	44·2
1967	155·6	109·9	45·7	91·7	49·5	42·2	87·6	58·1
1968	153·1	99·9	53·2	105·5	56·4	49·1	106·7	60·2
1968 1st quarter	39·3	25·3	14·0	93·3	50·1	43·2	25·8	15·1
2nd quarter	34·0	22·1	11·9	96·8	52·6	44·2	24·6	13·0
3rd quarter	38·1	24·5	13·6	101·5	53·9	47·6	25·8	17·0
4th quarter	41·7	28·0	13·7	105·5	56·4	49·1	30·5	15·1
1969 1st quarter	41·3	25·3	16·0	114·8	65·6	50·2	33·5	17·1
2nd quarter p	41·4	25·7	15·7	126·1	74·0	52·1	35·2	17·6
3rd quarter								
4th quarter								
1968 January	13·3	9·3	4·0	96·1	51·4	44·7	17·8	11·2	6·6
February	11·8	7·6	4·2	95·5	52·2	43·3	11·1	8·3	2·8
March	14·2	8·4	5·8	93·3	50·1	43·2	12·0	6·3	5·7
April	10·5	6·8	3·7	94·4	51·8	42·6	11·6	8·5	3·1
May	11·9	7·6	4·3	97·5	53·9	43·6	15·0	9·7	5·3
June	11·7	7·7	4·0	96·8	52·6	44·2	11·0	6·5	4·5
July	13·6	8·8	4·8	99·1	54·0	45·1	15·9	10·2	5·7
August	11·0	7·3	3·7	100·4	54·8	45·6	12·3	8·1	4·2
September	13·4	8·3	5·1	101·5	53·9	47·6	14·6	7·5	7·1
October	12·1	7·8	4·3	106·6	56·5	50·1	17·1	10·4	6·7
November	12·9	8·4	4·5	107·0	57·6	49·4	13·4	9·6	3·8
December	16·7	11·8	4·9	105·5	56·4	49·1	15·1	10·5	4·6
1969 January	14·3	9·7	4·6	109·0	57·8	51·2	17·8	11·0	6·8
February	12·1	7·0	5·1	110·8	60·1	50·8	14·0	9·4	4·6
March	14·9	8·6	6·3	114·8	64·6	50·2	18·8	13·1	5·7
April*	11·3	6·8	4·5	118·9	68·1	50·8	15·5	10·4	5·1
May*	14·6	9·4	5·2	122·9	71·8	51·1	18·6	13·1	5·5
June*	15·5	9·5	6·0	126·1	74·0	52·1	18·7	11·7	7·0
July*	14·9	10·0	4·9	126·7	73·7	53·0	15·5	9·7	5·8
August*	11·8	7·4	4·4	131·4	78·5	52·9	16·6	12·3	4·3
September									
October									
November									
December									
June 1968-June 1969*	164·6	104·8	59·8	131·4	78·5	52·9	195·6	128·5	67·1
July 1967-June 1968	151·5	101·4	50·1	100·4	54·8	45·6	161·2	98·7	62·5
Percentage increase	*9*	*3*	*19*	*31*	*43*	*16*	*21*	*30*	*7*

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

(Continued on next page)

Report on Overseas Trade

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MACHINE TOOLS, *continued*

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·8	28·4	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·6	29·0	145·5	101·3	44·2
1967	155·6	109·9	45·7	90·7	49·3	41·4	145·7	87·6	58·1
1968	153·1	99·9	53·2	104·5	56·2	48·3	166·9	106·7	60·2
1968 1st quarter	36·6	24·1	12·5	94·3	51·1	43·2	40·2	25·8	14·4
2nd quarter	36·5	23·5	13·0	94·8	51·4	43·4	37·0	23·8	13·2
3rd quarter	39·5	25·3	14·2	99·3	53·5	45·8	44·0	27·4	16·6
4th quarter	40·5	27·0	13·5	104·5	56·2	48·3	45·7	29·7	16·0
1969 1st quarter	38·4	24·0	14·4	118·3	66·4	51·9	51·2	34·0	17·2
2nd quarter*	44·4	27·3	17·1	126·6	73·6	53·0	52·5	34·3	18·2
3rd quarter									
4th quarter									
1968 January	12·9	8·8	4·1	93·7	50·7	43·0	16·0	10·2	5·8
February	12·3	8·2	4·1	94·4	51·3	43·1	12·9	8·8	4·1
March	11·4	7·1	4·3	94·3	51·1	43·2	11·3	6·8	4·5
April	12·2	8·0	4·2	94·0	51·2	42·8	12·0	8·1	3·9
May	12·0	7·6	4·4	95·1	52·1	43·0	13·0	8·4	4·6
June	12·3	7·9	4·4	94·8	51·4	43·4	12·0	7·3	4·7
July	14·6	9·4	5·2	94·8	51·2	43·6	14·7	9·2	5·5
August	12·6	8·4	4·2	97·2	52·0	45·2	14·9	9·2	5·7
September	12·3	7·5	4·8	99·3	53·5	45·8	14·4	9·0	5·4
October	12·8	8·3	4·5	103·4	56·2	47·2	16·8	10·9	5·9
November	12·7	8·3	4·4	104·0	56·6	47·4	13·4	8·8	4·6
December	15·0	10·4	4·6	104·5	56·2	48·3	15·5	10·0	5·5
1969 January	13·9	9·1	4·8	107·5	57·3	50·2	15·9	10·0	5·9
February	12·5	7·7	4·8	111·6	59·4	52·2	16·6	9·8	6·8
March	12·0	7·2	4·8	118·3	66·4	51·9	18·7	14·2	4·5
April*	13·2	8·0	5·2	121·2	68·3	52·9	16·0	9·8	6·2
May*	14·7	9·5	5·2	122·7	70·3	52·4	16·1	11·4	4·7
June*	16·5	9·8	6·7	126·6	73·6	53·0	20·4	13·1	7·3
July*	15·9	10·6	5·3	124·8	71·6	59·2	14·3	8·7	5·6
August*	13·5	8·5	5·0	131·0	76·9	54·1	19·7	13·8	5·9
September									
October									
November									
December									
Average of the latest 3 months*	**15·3**	**9·6**	**5·7**	**131·0**	**76·9**	**54·1**	**18·1**	**11·9**	**6·2**
Average of the previous 3 months*	**13·3**	**8·2**	**5·1**	**122·7**	**70·3**	**52·4**	**16·9**	**11·8**	**5·1**
Percentage increase	***15***	***17***	***12***	***7***	***9***	***3***	***7***	***1***	***22***

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be apparent slight discrepancy between the sum of the constituent items and the totals shown.

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Programme of TRADE PROMOTIONS, 1969-71

The supplement of the *Board of Trade Journal* is published every four months; amendments and additions are given in the first issue of each interim month. For technical reasons it has not been possible to print the current programme on the customary green paper.

Section I lists the events over the next two years for which Board of Trade support is already being planned, or is under consideration. The information is necessarily brief, but further details may be obtained from the officer named against the event. (Tel. 01-248 5757).

Section II (Europe) and Section III (outside Europe) list a number of regular overseas trade fairs, some of which are also included in Section I. Section IV lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups below, definite dates being given when known or alternatively the month in which a fair is usually held.

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
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Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialized fairs

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with this Section not related to a specific event should be made to the Board of Trade (Tel. 01-248 5757, Ext. 7200).

SECTION I

Overseas Fairs, British Weeks and Store Promotions taking place with Board of Trade assistance

(a) General Fairs–Page i

(b) Specialized Fairs–Page ii

(c) British Weeks and Store Promotions–Page xv

(a) General Fairs

1970

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 22-26, 1970
Joint ventures with the
(1) Pianoforte Manufacturers' Association.
(2) Association of Musical Instrument Industries.
(3) British Stationery and Office Equipment Association.
(4) British Jewellers' Association.
(5) Federation of British Carpet Manufacturers.
(K. J. C. Edgington, Ext. 7201)

Lyons: INTERNATIONAL TRADE FAIR – March 14-23, 1970
Joint ventures with:
(i) Gifts and Fancy Goods Association
(ii) Business Equipment Trade Association.
(iii) London Chamber of Commerce.
(a) Mechanical Handling.
(b) Engineering.
(c) Consumer Goods.
and possible joint ventures with other appropriate trade associations. Firms interested in participation should contact their associations.
(R J. Ager, Ext. 7205)

Johannesburg: RAND EASTER SHOW – March 23-April 6, 1970
A probable joint venture with the Consumer Durables Group (British National Export Council).
(Miss G. Adams, Ext. 7204)

Zagreb: SPRING FAIR – April 18-26, 1970
Possible joint venture in the various commodity section with appropriate trade associations.
(B. L. Banks, Ext. 7213)

Oslo: BRITISH CONSUMER DURABLES DISPLAY – April 18-25, 1970
A joint venture with the British National Export Council Consumer Durables Product Group.
(R. J. Ager, Ext. 7205)

Hanover: HANOVER FAIR – April 25-May 3, 1970
Official information office and joint ventures with:
(1) British Electrical & Allied Manufacturers' Association.
(2) Business Equipment Trade Association.
(3) Lighting Industry Federation.
(4) British Internal Combustion Engine Manufacturers' Association.
(5) British Stationery & Office Equipment Association.
(6) Engineering & Building Centre, Birmingham.
(7) British Pottery Manufacturers' Federation.
(8) British Jeweller's Association.
(9) Electronic Component Centre (Great Britain) Ltd.
and possible joint ventures with:
(10) British Refrigeration & Air Conditioning Association.
(11) Amusement Trades Association.
Firms interested in participaton should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Gothenburg: INTERNATIONAL SWEDISH TRADE FAIR – May 9-18, 1970
Possible joint ventures with the London Chamber of Commerce and the Federation of British Carpet Manufacturers. Firms interested in participation should contact the Chamber or the Federation.
(P. Holmes, Ext. 7243)

Lille: INTERNATIONAL TRADE FAIR – May 14-25, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 7205)

Budapest: INTERNATIONAL TRADE FAIR – May 22-June 1, 1970
The Board of Trade may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

Bordeaux: INTERNATIONAL TRADE FAIR – May 23-June 1, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 7205)

Tel-Aviv: INTERNATIONAL TRADE FAIR – May 25-June 9, 1970
Probable British Pavilion.
(B. L. Banks, Ext. 7213)

Pori, Finland: SATAKUNTA FAIR – June 7-14, 1970
An official information stand manned by representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

Lisbon: INTERNATIONAL TRADE FAIR – June 9-23, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Poznan: INTERNATIONAL FAIR – June 14-23, 1970
Probable British Pavilion.
(B. L. Banks, Ext. 7213)

Kokkola, Finland: POHJANMAA TRADE FAIR – June 30-July 5, 1970
Official information stand manned by representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

Bilbao: INTERNATIONAL TRADE FAIR – July 1-12, 1970
A possible joint venture with the Association of Hydraulic Equipment Manufacturers. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Joensuu, Finland: KAJALA TRADE FAIR – August 1-9, 1970
Official information stand manned by representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

Helsinki: INTERNATIONAL TRADE FAIR – September 17-27, 1970
British participation at this event will be a major feature of the 'Britain in Finland 1970' trade drive. The Board of Trade is organizing an official information stand and joint ventures with:
(i) London Chamber of Commerce.
(ii) Birmingham Engineering & Building Centre.
(iii) British National Export Council (Consumer Durables Product Group).
(iv) British Compressed Air Society.
All space at this event has been taken up and waiting lists are in operation. Firms interested should inquire of the Board of Trade what alternative opportunities are available within the trade drive programme.
(A G. Pearson, Ext. 7207)

Plovdiv: INTERNATIONAL FAIR – September 20-29, 1970
The Board of Trade may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss F. King, Ext. 7092)

Salonika: INTERNATIONAL TRADE FAIR – September 1970
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 7092)

Bucharest: INTERNATIONAL TRADE FAIR – October 13-25, 1970
The Board of Trade may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

1971

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Lyons: INTERNATIONAL TRADE FAIR – March 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(R. J. Ager, Ext. 7205)

Hanover: HANOVER FAIR – April 22-30, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Wellington: INTERNATIONAL TRADE FAIR – August 18-September 4, 1971
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 7093)

(b) Specialized Fairs

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

Toronto: CANADIAN FARM AND INDUSTRIAL EQUIPMENT SHOW – January 28-31, 1970
A joint venture with the Agricultural Engineers Association.
(Miss G. Adams, Ext. 7204)

Paris: INTERNATIONAL AGRICULTURAL EXHIBITION – March 7-15, 1970
A probable joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss D. Wilmot, Ext. 7211)

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 10-15, 1970
A joint venture with the Agricultural Engineers Association.
(Miss D. Wilmot, Ext. 7211)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 15-23, 1970
Joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Export Council.
(Miss F. King, Ext. 7092)

Prague: 1ST INTERNATIONAL AGRICULTURAL SHOW (AGROPRAHA) – April 23-May 7, 1970
A possible joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(B. L. Banks, Ext. 7213)

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May 8-18, 1970
A possible joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(B. L. Banks, Ext. 7213)

Madrid: INTERNATIONAL AGRICULTURAL LIVESTOCK FAIR (FERIA DEL CAMPO) – May 20-June 7, 1970
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Export Council.
(T. E. Kerfoot, Ext. 7011)

Munich: INTERNATIONAL FORESTRY AND TIMBER EXHIBITION – June 6-14, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Santarem RIBATEJO AGRICULTURAL FAIR – June 1970
Probable joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Export Council.
(T. E. Kerfoot, Ext. 7011)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(P. Holmes, Ext. 7243)

Madrid: WORLD POULTRY CONGRESS AND EXHIBITION – September 6-12, 1970
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Export Council.
(T. E. Kerfoot, Ext. 7011)

Aircraft and Aeronautical Equipment

1970

Delft: SYMPOSIUM AND EXHIBITION OF ENVIRONMENTAL ENGINEERING – April 1-3, 1970
A probable joint venture with the Society of Environmental Engineers. Firms interested in participation should contact the Society.
(T. E. Kerfoot, Ext. 7011)

Hanover: INTERNATIONAL AIR SHOW – April 24-May 3, 1970
A joint venture with the Society of British Aerospace Companies. Firms interested in participation should contact the association.
(K. J. C. Edgington, Ext. 7201)

Turin: INTERNATIONAL AEROSPACE SHOW – June 5-14, 1970
Joint venture with the Society of British Aerospace Companies. Firms interested in participation should contact the Society.
(Miss F. King, Ext. 7092)

Amsterdam: INTERNATIONAL AIRPORT EQUIPMENT AND SERVICES EXHIBITION – June 29-July 4, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

1971

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May-June 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Books and Periodicals

1970

Brussels: INTERNATIONAL BOOK FAIR – March 14-22, 1970
A joint venture with the Publishers Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 1-5, 1970
Trade Information Stand manned by the Book Development Council.
(Miss F. King, Ext. 7092)

Paris: INTERNATIONAL EXHIBITION FOR SCIENTIFIC AND TECHNICAL BOOKS – June 4-8, 1970
A Trade Information Stand organized by the Book Development Council.
(Miss D. Wilmot, Ext. 7211)

Frankfurt: INTERNATIONAL BOOK FAIR – September 24-29, 1970
Probable joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

1971

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Building, Public Works and Construction Equipment

1969

Paris: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) –November 20-30, 1969
A joint venture with the Building Materials Export Group.
(R. J. Ager, Ext. 7205)

1970

Hanover: INTERNATIONAL BUILDERS' SUPPLIES EXHIBITION (CONSTRUCTA 1970) - January 24-February 1, 1970
Joint venture with the Building Materials Export Group.
(Miss E. J. Slegg, Ext. 7080)

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BÂTIMENT) – March 14-22, 1970
A joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(T. E. Kerfoot, Ext. 7011)

Paris: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 21-31, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Prague: SIXTH CONGRESS OF THE INTERNATIONAL FEDERATION OF PRESTRESSED CONCRETE – June 6-13, 1970
A possible joint venture with the Concrete Society. Firms interested in participation should contact the Society.
(B. L. Banks, Ext. 7213)

Tehran: CONSTRUCTION EQUIPMENT EXHIBITION – September 1970
A possible joint venture with the appropriate Trade Association.
(J. R. Schaffer, Ext. 7246)

1971

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BÂTIMENT) – March 1971
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(T. E. Kerfoot, Ext. 7011)

Utrecht: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

Chemicals and Allied Industries including Plastics

1970

Munich: SECOND INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 29-May 2, 1970
Probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(K. J. C. Edgington, Ext. 7201)

Oyonnax: EXHIBITION OF OPTICAL MATERIALS – May 21-25, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 7205)

Paris: -INTERNATIONAL PLASTICS AND RUBBER EXHIBITION (EUROPLASTIQUE) – June 2-10, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss D. Wilmot, Ext. 7211)

Frankfurt: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24, 1970
Joint ventures with The British Chemical Plant Manufacturers Association, The Scientific Instrument Manufacturers Association and The British Laboratory Ware Association and a trade information stand manned by the Book Development Council.
(K. J. C. Edgington, Ext. 7201)

Moscow: CHEMISTRY EXHIBITION (KHIMIYA 70) – September 10-24, 1970
The Board of Trade will organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

Utrecht: INTERNATIONAL PLASTICS EXHIBITION (MACROPLASTIC) – October 29-November 5, 1970
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

1971

Paris: INTERNATIONAL CHEMICAL EXHIBITION – April-May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss D. Wilmot, Ext. 7211)

Utrecht: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR THE CHEMICALS, FOODSTUFFS, AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

Clothing

1969

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 8-13, 1969
A joit venture with the Clothing Export Council.
(R. J. Ager, Ext. 7205)

1970

New York: DISPLAY OF BRITISH CHILDREN'S WEAR – January 2-12, 1970
A joint venture with the National Children's Wear Association. Firms interested in participation should contact the association.
(Miss J. M. Coker, Ext. 318)

San Francisco: DISPLAY OF BRITISH CHILDREN'S WEAR – January 13-16, 1970
A joint venture with the National Children's Wear Association.
(Miss G. Adams, Ext. 7204)

New York: DISPLAY OF BRITISH MEN'S WEAR – February 4-11, 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Associa-
(Miss J. M. Coker, Ext. 318)

Paris: EUROPEAN MENSWEAR EXHIBITION – February 7-10, 1970
Joint ventures with the British Menswear Guild and the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

Paris: KNITTING INDUSTRIES EXHIBITION – February 7-10, 1970
A joint venture with the British Hosiery and Knitwear Export Group.
(Miss D. Wilmot, Ext. 7211)

Dallas: MENSWEAR RETAILERS OF AMERICA 54TH MRA SHOW – February 8-11, 1970
A joint venture with the British Menswear Guild.
(Miss G. Adams, Ext. 7204)

Turin: INTERNATIONAL FASHION TRADE FAIR (SAMIA) – February 13-16, 1970
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 7092)

Copenhagen: INTERNATIONAL MEN'S FASHION FAIR – February 15-17, 1970
Joint venture with the Clothing Export Council.
(R. J. Ager, Ext. 7205)

Copenhagen: FASHION FAIR – March 15-18, 1970
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(R. J. Ager, Ext. 7205)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS SHOW – March 15-18, 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 15-18, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss H. McKinlay, Ext. 7203)

Toronto: DISPLAY OF BRITISH WOMENSWEAR – March 16-19, 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

Montreal: DISPLAY OF BRITISH WOMENSWEAR – March 21-25, 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

New York: DISPLAY OF BRITISH WOMENSWEAR – March 30-April 10, 1970
Probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

Munich: FASHION WEEK – April 5-9, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 11-16, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Vienna: LADIES' FASHION SHOW – April 12-15, 1970
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 7092)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 17-19, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 26-30, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 28-30, 1970
Probable joint ventures with British Menswear Guild and Clothing Manufacturers' Federation. Firms interested in participation should contact their association.
(Mr. S. Bickel, Ext. 7216)

Turin: INTERNATIONAL FASHION TRADE FAIR (SAMIA) – September 11-14, 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 7092)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 13-16, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Copenhagen: FASHION FAIR – September 27-30, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(R. J. Ager, Ext. 7205)

New York: DISPLAY OF WOMENSWEAR – September/October 1970
A probable joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 318)

Munich: FASHION WEEK – October 4-8, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 16-18, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 16-18, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Vienna: LADIES' FASHION SHOW – October 18-21, 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 7092)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

New York: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 1970
A possible joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 318)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 7-12, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

1971

Munich: FASHION WEEK – March 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Munich: FASHION WEEK – October 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Display and Shop Equipment

1970

Düsseldorf: 3RD EUROPEAN FAIR FOR SHOPFITTING AND DISPLAY WITH CONGRESS – February 21-25, 1970
Joint venture with the National Display Equipment Association.
(Miss H. McKinlay, Ext. 7203)

Engineering, Electrical and Electronic, including Radio and Television

1969

Geneva: EXHIBITION OF BRITISH ELECTRICAL AND ALLIED COMPONENTS AND PRECISION MACHINING EQUIPMENT – November 3-7, 1969
A joint venture with the British Electrical and Allied Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-10, 1969
A joint venture with the London Chamber of Commerce.
(P. J. Dring, Ext. 7097)

1970

Gothenburg: SCANDINAVIAN LIGHTING FAIR – January 21-25, 1970
A joint venture with the Lighting Industry Federation.
R. J. Ager, Ext. 7205)

Anaheim: NATIONAL ELECTRONIC PACKAGING CONFERENCE 'NEPCON 70 WEST' – February 10-12, 1970
A possible joint venture with the Metal Finishers Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Melbourne: INTERNATIONAL CONTROL ELECTRONICS TELECOMMUNICATIONS INSTRUMENT AND AUTOMATION EXHIBITION (CETIA) – February 23-27, 1970
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Prague: 2ND INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW 'INCOMEX' – March 17-31, 1970
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(B. L. Banks, Ext. 7213)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 23-26, 1970
A joint venture with the Electronic Engineering Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 318)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 3-8, 1970
The Board of Trade will be considering joint venture with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Dublin: PROPOSED SYMPOSIUM AND EXHIBITION OF AUTOMATION EQUIPMENT – April 21-23, 1970
A possible joint venture with the Technical Marketing Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

New York: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June 1970
A possible joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 318)

Düsseldorf: INTERNATIONAL HI-FI EXHIBITION – August 28-September 3, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Johannesburg: ELECTRA '70 – ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – September 14-19, 1970
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 7204)

Amsterdam: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 12-16, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

Copenhagen: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – September/October 1970
A possible joint venture with the Association of Public Address Engineers. Firms interested in participation should contact the association.
(R. J. Ager, Ext. 7205)

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 5-11, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Engineering, Other

1969

Caracas: BRITISH ENGINEERING WEEK – November 17-21, 1969
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 7093)

Rotterdam: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28, 1969
A joint venture with the Council of British Manufacturers of Petroleum Equipment.
(T. E. Kerfoot, Ext. 7011)

Bogota: BRITISH ENGINEERING WEEK – November 25-28, 1969
A joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 7093)

Tel-Aviv: BRITISH ENGINEERING AND SCIENTIFIC EXHIBITION – December 9-16, 1969
A joint venture with the Scientific Instrument Manufacturers Association and The London Chamber of Commerce. A reserve list of firms requiring space is in operation.
(B. L. Banks, Ext. 7213)

1970

Detroit: AUTOMOTIVE ENGINEERING (SAE) EXPOSITION – January 12-15, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

Los Angeles: WESTERN METAL AND TOOL EXPOSITION (WESTEC) – March 9-13, 1970
A probable joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Budapest: BRITISH ENGINEERING WEEK – March 1970
A joint venture with the London Chamber of Commerce.
(J. R. Schaffer, Ext. 7246)

Tehran: BRITISH ENGINEERING WEEK – March 1970
A joint venture with the London Chamber of Commerce.
(J. R. Schaffer, Ext. 7246)

Detroit: TOOL EXPOSITION (ASTME) – April 13-17, 1970
A joint venture with the Machine Tool Trade Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Paris: FRENCH MACHINE TOOL AND MECHANICAL FACTORY EQUIPMENT EXHIBITION – April 15-23, 1970
A possible joint venture with the Machine Tool Trade Association. Firms interested in participation should contact the Association.
(Miss D. Wilmot, Ext. 7211)

Osaka: INTER – ENGINEERING '70 – April 16-29, 1970
A possible joint venture with the National Society for Clean Air. Firms interested in participation should contact the Society.
(Mrs. I. M. Janzen, Ext. 7093)

Malmo: MEKANIK '70 – April 17-21, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(P. Holmes, Ext. 7243)

Chicago: PLANT ENGINEERING AND MAINTENANCE SHOW – April 27-30, 1970
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Chicago: DESIGN ENGINEERING WEEK – May 11-14, 1970
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Perth: BRITISH ENGINEERING WEEK – May 18-22, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 7093)

Brussels: AMERICAN SOCIETY OF MECHANICAL ENGINEERS GAS TURBINE CONFERENCE AND PRODUCT SHOW (ASME) – May 24-28, 1970
A joint venture with the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Vienna: BRITISH ENGINEERING WEEK – June 1-5, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss F. King, Ext. 7092)

Madrid: 6TH WORLD MINING CONGRESS AND EXHIBITION – June 1-15, 1970
A joint venture with the Association of British Mining Equipment Exporters. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESS IN LIGHT INDUSTRY (TEXTILE MACHINERY) INLEGMASH '70 – June 2-16, 1970
The Board of Trade will organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

Rio de Janeiro: BRITISH ENGINEERING WEEK – June 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 7093)

Sydney: INTERNATIONAL ENGINEERING EXHIBITION – August 17-22, 1970
Possible joint ventures with the British Pump Manufacturers Association, the British Compressed Air Society, the Association of Hydraulic Equipment Manufactures and the London Chamber of Commerce. Firms interested in participation should contact their association.
(Mrs. I. M. Janzen, Ext. 7093)

Hanover: INTERNATIONAL MACHINE TOOL EXHIBITION – September 6-15, 1970
The Board of Trade will consider joint ventures with suitable trade associations. Firms interested should contact their association.
(Miss E. J. Slegg, Ext. 7080)

Cleveland: IRON AND STEEL EXPOSITION – September 28-October 1, 1970
A possible joint venture with the appropriate Trade Associations. Firms interested in participation should contact their associations.
(P. J. Dring, Ext. 7097)

Helsinki: BRITISH ENGINEERING WEEK – October 12-16, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(A. G. Pearson, Ext. 7207)

Osaka: JAPAN INTERNATIONAL MACHINE TOOL FAIR – October 28-November 8, 1970
A possible joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Assocation.
(Mrs. I. M. Janzen, Ext. 7093)

Zurich: INTERNATIONAL HYDRAULICS AND PNEUMATIC TRADE FAIR – October 19-November 3, 1970
Joint ventures with the Association of Hydraulic Equipment Manufacturers and the British Compressed Air Society. Firms interested in participation should contact the Association or the Socety.
(T. E. Kerfoot, Ext. 7011)

Stockholm: TECHNICAL FAIR – October 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(P. Holmes, Ext. 7243)

Cleveland: NATIONAL DIE-CASTING EXPO AND CONGRESS – November 16-19, 1970
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Johannesburg: MACHINE TOOLS AND MECHANICAL ENGINEERING EXHIBITION – November 26-30, 1970
A possible joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

1971

Zurich: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASUREMENT AND CONTROL – January 28-February 2, 1971
A probable joint venture with the Gauge and Tool Makers' Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Oslo: BRITISH ENGINEERING WEEK – 1971
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 7205)

Fancy Goods, Jewellery and Giftware

1970

Milan: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION (CHI-BI-CAR) – February 1-8, 1970
A joint venture with the British Artmetal Manufacturers Export Group. Firms interested in participation should contact the Export Group.
(Miss F. King, Ext. 7092)

New York: NATIONAL JEWELLERY TRADE SHOW – July 26-29, 1970
A probable joint venture with the British Jewellers' Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 318)

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1969

Basle: INTERNATIONAL CATERING AND HOTEL EXHIBITION – November 13-19, 1969
A joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

1970

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(P. J. Dring, Ext. 7097)

Paris: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April 25-29, 1970
A probable joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss D. Wilmot, Ext. 7211)

New York: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 9-12, 1970
A probable joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

Munich: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27, 1970
The Board of Trade will consider joint ventures with suitable trade associations. Firms interested should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Paris: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIPHOTEL) – October 8-19, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss D. Wilmot, Ext. 7211)

Gothenburg: HOTEL AND RESTAURANT EXHIBITION (INTEREST 70) – November 2-6, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(P. Holmes, Ext. 7243)

Paris: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 9-15, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss D. Wilmot, Ext. 7211)

Paris: INTERNATIONAL FOOD EXHIBITION (SIAL) – November 9-15, 1970
A joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss D. Wilmot, Ext. 7211)

Helsinki: FOOD FAIR – November 11-15, 1970
A possible joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(A. G. Pearson, Ext. 7207)

1971

Berlin: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 8-16, 1971
A probable joint venture with the Bakery Equipment Manufacturers Society. Firms interested in participation should contact the Society.
(Miss E. J. Slegg, Ext. 7080)

Dublin: IRISH INTERNATIONAL FOOD AND DRINK FAIR – September 4-11, 1971
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

Munich: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18, 1971
A probable joint venture with the Brewery and Bottling Engineers Association. Firms interested in participation should contact the Association.
(K. J. C. Edgington, Ext. 7201)

Footwear

1970

New York: NATIONAL SHOE FAIR – March 8-11, 1970
A probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss J. M. Coker Ext. 318)

Helsinki: FINNISH INTERNATIONAL SHOE EXHIBITION – March 15-16, 1970
Probable joint venture with the Federation of British Footwear Manufacturers.
(A. G. Pearson, Ext. 7207)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 11-13, 1970
A possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss H. McKinlay, Ext. 7203)

Pirmasens: INTERNATIONAL FAIR FOR FOOTWEAR MANUFACTURE (IMS) May 7-12, 1970
Joint ventures with the British Leather Federation and The Leicester and County Chamber of Commerce and an information stand manned by the Shoe and Allied Trade Research Association.
(K. J. C. Edgington, Ext. 7201)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – Sepember 26-28, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Montreal: INTERNATIONAL SHOE AND LEATHER EXHIBITION – September 27-29, 1970
A possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 7204)

Chicago: NATIONAL SHOE FAIR – October 1970
A probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(P. J. Dring, Ext. 7097)

Furniture, Furnishings, Household Equipment and Hardware

1969

Utrecht: INTERNATIONAL FURNITURE EXHIBITION – November 3-8, 1969
A joint venture with the British Furniture Manufacturers' Federated Associations.
(T. E. Kerfoot, Ext. 7011)

1970

Toronto: NATIONAL FLOOR COVERINGS SHOW – January 11-17, 1970
A joint venture with the British Carpets Export Promotion Council.
(Miss G. Adams, Ext. 7204)

Paris: CARPET AND FLOOR COVERING EXHIBITION – January 14-19, 1970
A joint venture with the Federation of British Carpet Manufacturers. Firms interested in participation should contact the Federation.
(Miss D. Wilmot, Ext. 7211)

Cologne: INTERNATIONAL FURNITURE FAIR – January 20-25, 1970
Joint venture with the British Furniture Manufacturers Federation.
(Miss H. McKinlay, Ext. 7203)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18, 1970
Probable joint ventures with:
(i) British Electrical and Allied Manufacturers Association
(ii) Federation of British Horticultural Exporters
(iii) British Artmetal Manufacturers Export Group
(iv) Hardware Manufacturers Association
(v) Federation of Hand Tool Manufacturers
(vi) United Kingdom Cutlery and Silverware Association
(vii) Engineering and Building Centre, Birmingham
Firms interested should contact their association.
(S. Bickel, Ext. 7216)

Basle: INTERNATIONAL HARDWARE FAIR – September 6-8, 1970
A possible joint venture with the Hardware Manufacturers Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(S. Bickel, Ext. 7216)

Stockholm: CARPET EXHIBITION (GOLVEX) – September 1970
A possible joint venture with the Federation of British Carpet Manufacturers. Firms interested in participation should contact the Federation.
(P. Holmes, Ext. 7243)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 1970
A joint venture with the British Artmetal Manufacturers Export Group. Firms interested in participation should contact the Export Group.
(Miss F. King, Ext. 7092)

New York: NATIONAL HARDWARE SHOW – September-October 1970
Probable joint ventures with the Federation of British Horticultural Exporters and the Hardware Manufacturers Association. Firms interested in participation should contact their association.
(Miss J. M. Coker, Ext. 318)

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(R. J. Ager, Ext. 7205)

New York: INTERNATIONAL HOME FURNISHINGS SHOW – November 9-13, 1970
A possible joint venture with the British Furniture Manufacturers Export Club. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 318)

1971

Paris: INTERNATIONAL FURNITURE EXHIBITION – January 1971
The Board of Trade will be considering joint ventures with appropriate associations. Firms interested in participation should contact their association.
(Miss D. Wilmot, Ext. 7211)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(S. Bickel, Ext. 7216)

Heating and Ventilating

1970

Brussels: EUROPEAN HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – March 21-26, 1970
A joint venture with the Heating, Ventilating and Air Conditioning Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

1971

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 3-7, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Frankfurt: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 31-April 4, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Hospital, Medical, Surgical and Dental Equipment

1969

Helsinki: PHYSICIANS' DAYS – November 16-22, 1969
A joint venture with the Association of the British Pharmaceutical Industry.
(A. G. Pearson, Ext. 7207)

1970

Mexico City: INTERNATIONAL CONGRESS OF OPTHALMOLOGY – March 8-14, 1970
A joint venture with Guild of Dispensing Opticians. Firms interested in participation should contact the Guild.
(Mrs. I. M. Janzen, Ext. 7093)

Atlantic City: ANNUAL MEETING OF THE FEDERATION OF AMERICAN SOCIETIES FOR EXPERIMENTAL BIOLOGY – April 13-17, 1970
A probable joint venture with the Scientific Instrument Manufacturers' Association.
(Miss G. Adams, Ext. 7204)

Stockholm: INTERNATIONAL HOSPITAL EXHIBITION – May 12-15, 1970
A possible joint venture with the British Hospital Exports Council. Firms interested in participation should contact the Council.
(R. J. Ager, Ext. 7205)

Paris: INTERNATIONAL DENTAL EXHIBITION – May 26-June 1, 1970
A probable joint venture with the British Dental Trade Association. Firms interested in participation should contact the Association.
(Miss D. Wilmot, Ext. 7211)

Zurich: INTERNATIONAL CONGRESS AND EXHIBITION OF EQUIPMENT FOR THE DISABLED – June 1-6, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Johannesburg: SOUTH AFRICAN INTERNATIONAL MEDICAL EXHIBITION – June 22-25, 1970
Probable joint venture with the British Surgical Export Group. Firms interested in participation should contact the Group.
(Miss G. Adams, Ext. 7204)

Bergen: NORDIC CONGRESS FOR INTERNATIONAL MEDICINE – June 24-27, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(R. J. Ager, Ext. 7205)

Frankfurt: INTERNATIONAL DRUGGISTS' EXHIBITION (INDROFA) – September 18-22, 1970
The Board of Trade will consider joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss E. J. Slegg, Ext. 7080)

Canberra: ANAESTHESIOLOGISTS CONFERENCE – September 19-25, 1970
The Board of Trade are prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Sydney: INTERNATIONAL HOSPITAL EQUIPMENT EXHIBITION (HOSPEX '70) – September 28-October 2, 1970
The Board of Trade are prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Helsinki: PHYSICIANS' DAYS – November 1970
A joint venture with the Association of the British Pharmaceutical Industry. Firms interested in participation should contact the Association.
(A. G. Pearson, Ext. 7207)

Leather, Leather Goods and Fur

1969

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 11-12, 1969
A joint venture with the Leather Institute.
(Miss J. M. Coker, Ext. 318)

1970

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 21-26, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Bologna: INTERNATIONAL SHOE AND LEATHER FAIR – March 7-12, 1970
A joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss F. King, Ext. 7092)

Paris: INTERNATIONAL FUR TRADE EXHIBITION – April 11-16, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss D. Wilmot, Ext. 7211)

Frankfurt: INTERNATIONAL FUR FAIR – April 15-19, 1970
Joint venture with the British Fur Trade Association. Firms interested in participation should contact the Association.
(Miss E. J. Slegg, Ext. 7080)

New York: INTERNATIONAL LEATHER GOODS SHOW – May 12-14, 1970
A probable joint venture with the British Leathergoods Manufacturers Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 318)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 29-September 2, 1970
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Paris: INTERNATIONAL LEATHER WEEK (SEAMAINE DU CUIR) – September 10-15, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 1970
A probable joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 318)

1971

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Frankfurt: INTERNATIONAL FUR FAIR – April 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Motor Vehicles, Motor Cycles and Cycles

1969

Johannesburg: POWER '69 (THIRD SOUTH AFRICAN RACING CAR SHOW) – November 10-19, 1969
A joint venture with the British Racing and Sports Car Club.
(Miss G. Adams, Ext. 7204)

Detroit: AUTOMOBILE SHOW – November 15-23, 1969
A joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

Milan: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – November 22-30, 1969
A joint venture with the Cycle and Motor Cycle Association Ltd.
(T. E. Kerfoot, Ext. 7011)

1970

Detroit: AUTOMOTIVE ENGINEERING (SAE) EXPOSITION – January 12-15, 1970
Joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

Anaheim: MOTOR CYCLE AND ACCESSORY TRADE SHOW – January 25-27, 1970
Probable joint venture with the Cycle and Motor Cycle Association.
(Miss G. Adams, Ext. 7204)

Amsterdam: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February 21-March 1, 1970
A joint venture with the Cycle and Motor Cycle Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Malmo: MOTOR '70 – February 28-March 8, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(P. Holmes, Ext. 7243)

New York: AUTOMOBILE SHOW – March 4-12, 1970
A possible joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 318)

Geneva: INTERNATIONAL MOTOR SHOW – March 12-22, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(T. E. Kerfoot, Ext. 7011)

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 17-26, 1970
A possible joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(B. L. Banks, Ext. 7213)

Minneapolis: 2ND INTERNATIONAL SNOWMOBILE TRADE SHOW – June 1970
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Cologne: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 26-29, 1970
A possible joint venture with the Cycle and Motor Cycle Association. Firms interested should contact the Association.
(S. Bickel, Ext. 7216)

Paris: INTERNATIONAL MOTOR, CYCLE, MOTOR CYCLE AND SPORTS EXHIBITION – October 1-11, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

1971

Frankfurt: INTERNATIONAL MOTOR SHOW – September 16-26, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Music and Musical Instruments

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) (CLASSICAL) – January 11-15, 1970
Joint ventures with the Music Publishers' Association and the British Phonographic Industry.
(R. J. Ager, Ext. 7205)

Miami: MUSIC INDUSTRY TRADE SHOW – June 6-9, 1970
A possible joint venture with the Association of Musical Instrument Industries. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Office Machinery and Equipment

1969

Zagreb: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION 'INTERBIRO' – November 10-16, 1969
A joint venture with the Business Equipment Trades Association. A reserve list of firms requiring space is in operation.
(B. L. Banks, Ext. 7213)

1970

Paris: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 24-October 3, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss D. Wilmot, Ext. 7211)

Helsinki: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT (KT '70) – October 19-24, 1970
A joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.
(A. G. Pearson, Ext. 7207)

1971

Ljubljana: INTERNATIONAL CONGRESS AND EXHIBITION ON INFORMATION PROCESSING – August 23-28, 1971
A possible joint venture with the Business Equipment Trades Association. Firms interested in participating should contact the Association.
(B. L. Banks, Ext. 7213)

Packaging Machinery and Materials, including Containers

1970

Chicago: 5TH INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXPOSITION – April 13-17, 1970
Possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(P. J. Dring, Ext. 7097)

New York: NATIONAL PACKAGING EXPOSITION – April 20-23, 1970
Possible joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ex. 318)

Utrecht: INTERNATIONAL PACKAGING EXHIBITION (WORLDPACK-MACROPAK) – April 22-29, 1970
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(T. E. Kerfoot, Ext. 7011)

Gothenburg: 3RD INTERNATIONAL PACKAGING EXHIBITION (SCANPACK) – October 15-21, 1970
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(P. Holmes, Ext. 7243)

Munich: INTERNATIONAL CONTAINER EXHIBITION (CONTAINERIZATION 70) – October 21-24, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(K. J. C. Edgington, Ext. 7201)

Paris: INTERNATIONAL PACKAGING EXHIBITION – November 9-15, 1970
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Miss D. Wilmot, Ext. 7211)

1971

Sydney: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 28-July 2, 1971
The Board of Trade are prepared to consider joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Dublin: IRISH PACKAGING EXHIBITION – September 27-October 1, 1971
A probable joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(T. E. Kerfoot, Ext. 7011)

Photographic Equipment

1970

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – October 1970
Probable joint venture with the British Photographic Export Group.
(S. Bickel, Ext. 7216)

Pottery and Glassware

1970

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – April 5-10, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Printing, Stationery and Printing Machinery

1970

Sydney: PACKAGING AND PRINTING EXHIBITION (PAKPRINT) – May 11-15, 1970
A joint venture with the British Printing Machinery Association and Institute of Packaging.
(Mrs. I. M. Janzen, Ext. 7093)

Osaka: INTERNATIONAL PRINTING MACHINERY AND EQUIPMENT EXHIBITION – May 21-27, 1970
A possible joint venture with the British Printing Machinery Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 7093)

Hamburg: INTERNATIONAL SCREEN PRINTING TRADE FAIR AND CONGRESS (FESPAR 70) – May 27-31, 1970
A joint venture with the Display Producers and Screen Printers' Association. Firms interested in participation should contact the Association.
(Miss H. McKinlay, Ext. 7203)

Chicago: SCREEN PRINT ASSOCIATION SHOW (SCREEN PRINT '70) – October 28-31, 1970
A probable joint venture with the Display Producers and Screen Printers' Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Scientific Instruments and Nuclear Equipment

1969

Warsaw: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – November 24-29, 1969
A joint venture with the Scientific Instruments Manufacturers Association.
(B. L. Banks, Ext. 7213)

Tel-Aviv: BRITISH ENGINEERING AND SCIENTIFIC EXHIBITION – December 9-16, 1969
A joint venture with the Scientific Instruments Manufacturers Association and The London Chamber of Commerce. A reserve list of firms requiring space is in operation.
(B. L. Banks, Ext. 7213)

1970

Mexico City: INTERNATIONAL CONGRESS OF OPHTHALMOLOGY – March 8-14, 1970
A joint venture with the Guild of Dispensing Opticians. Firms interested in participation should contact the Guild.
(Mrs. I. M. Janzen, Ext. 7093)

Bucharest: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – March 16-21, 1970
A probable joint venture with the Scientific Instruments Manufacturers' Association. Firms interested in participating should contact the Association.
(B. L. Banks, Ext. 7213)

Budapest: SCIENTIFIC INSTRUMENTS EXHIBITION – April 1970
A joint venture with the Scientific Instruments Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

Paris: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL, REGULATION AND AUTOMATION (MESUCORA) – May 27-June 4, 1970
A possible joint venture with the Electronic Engineering Association.
(Miss D. Wilmot, Ext. 7211)

Novosibirsk: SCIENTIFIC INSTRUMENTS EXHIBITION – September 1970
A joint venture with the Scientific Instruments Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

Ships and Boats

1969

Amsterdam: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 11-15, 1969
A joint venture with the British Marine Equipment Council.
(T. E. Kerfoot, Ext. 7011)

1970

New York: NATIONAL BOAT SHOW – January 21-February 1, 1970
A joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Coker, Ext. 318)

Hamburg: BOAT SHOW – January 23-February 1, 1970
A joint venture with the Ship and Boat Builders National Federation.
(Miss H. McKinlay, Ext. 7203)

Los Angeles: SOUTHERN CALIFORNIA BOAT SHOW – January 23-February 1, 1970
A joint venture with the Ship and Boat Builders National Federation.
(Miss G. Adams, Ext. 7204)

Miami: INTERNATIONAL BOAT SHOW – February 20-25, 1970
A joint venture with the Ship and Boat Builders National Federation.
(Miss G. Adams, Ext. 7204)

Amsterdam: INTERNATIONAL BOAT AND CAMPING EXHIBITION (HISWA) – March 13-22, 1970
A joint venture with the Ship and Boat Builders National Federation.
(T. E. Kerfoot, Ext. 7011)

Helsinki: BOAT AND CAMPING SHOW – March 13-22, 1970
Joint venture with the National Caravan Council.
(A. G. Pearson, Ext. 7207)

Helsinki: BRITISH EXHIBITION OF MARINE EQUIPMENT – April 1970
A joint venture with the British Marine Equipment Council.
(A. G. Pearson, Ext. 7207)

Athens: INTERNATIONAL SHIPPING EXHIBITION (POSIDONIA) – June 1-7, 1970
A joint venture with the Shipbuilders and Repairers National Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 7092)

Stockholm: AIDS TO NAVIGATION EQUIPMENT EXHIBITION – June 15-17, 1970
Joint venture with Trinity House. Firms interested in participation should contact Trinity House.
(P. Holmes, Ext. 7243)

Friedrichshafen: INTERNATIONAL BOAT SHOW – September 26-October 4, 1970
The Board of Trade will consider joint ventures with appropriate trade associations. Firms interested should contact their association.
(Miss E. J. Slegg, Ext. 7080)

Chicago: MARINE TRADES EXHIBITS AND CONFERENCE – September 1970
Probable joint venture with the Ship and Boat Builders Federation. Firms interested in participation should contact the Federation.
(P. J. Dring, Ext. 7097)

Hamburg: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October 8-12, 1970
Probable joint venture with the British Marine Equipment Council. Firms interested in participation should contact the Council.
(Miss M. McKinlay, Ext. 7203)

Amsterdam: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011).

1971

Hamburg: BOAT SHOW – January 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Oslo: INTERNATIONAL SHIPPING EXHIBITION – May 1971
Joint ventures with:
(i) British Marine Equipment Council.
(ii) Shipbuilders and Repairers National Association.
Firms interested in participating should contact the appropriate association.
(R. J. Ager, Ext. 7205)

Helsinki: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE) – September 1971
A possible joint venture with the British Marine Equipment Council and other appropriate trade associations. Firms interested in participation should contact their associations.
(A .G. Pearson, Ext. 7207)

Sports Goods and Camping Equipment, including Caravans

1970

Chicago: NATIONAL SPORTING GOODS ASSOCIATION – February 1-5, 1970
Joint venture with:
(i) Federation of British Manufacturers of Sports and Games.
(ii) Camping Trades Association.
(P. J. Dring, Ext. 7097)

Toronto: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 13-22, 1970
Probable joint venture with the National Caravan Council.
(Miss G. Adams, Ext. 7204)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 25-27, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested should contact their association.
(S. Bickel, Ext. 7216)

Textiles and Textile Machinery

1969

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21, 1969
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

1970

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 11-14, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) INLEGMASH 70 – June 2-16, 1970
A probable British Pavilion. The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(J. R. Schaffer, Ext. 7246)

Johannesburg: TEXTILES '70 – September 26-October 3, 1970
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 7204)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 17-20, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

1971

Frankfurt: TRADE FAIR FOR HOME FURNISHING TEXTILES – January 13-17, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Paris: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – June 27-July 1, 1971
A joint venture with the British Textile Machinery Organization. Firms interested in participation should contact the Organization.
(Miss D. Wilmot. Ext. 7211)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Toys and Games

1970

Nuremberg: INTERNATIONAL TOY FAIR – February 14-20, 1970
Joint venture with the British Toy Manufacturers' Association.
(Miss E. J. Slegg, Ext. 7080)

Montreal: CANADIAN TOY FAIR – February 23-27, 1970
A joint venture with the British Toy Manufacturers' Association.
(Miss G. Adams, Ext. 7204)

New York: INTERNATIONAL TOY AND TRADE FAIR – March 1-4, 1970
A joint venture with the British Toy Manufacturers' Association.
(Miss J. M. Coker, Ext. 318)

Sydney: INTERNATIONAL TOY FAIR – March 15-19, 1970
A joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 7093)

1971

Nuremberg: INTERNATIONAL TOY FAIR – February 6-12, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Sydney: INTERNATIONAL TOY FAIR – March 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Other Specialized Fairs

1969

Düsseldorf: INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 12-15, 1969
Joint venture with London Chamber of Commerce.
(Miss H. McKinlay, Ext. 7203)

New York: AMERICAN STAMP DEALERS ASSOCIATION NATIONAL POSTAGE STAMP SHOW – November 21-23, 1969
A joint venture with the Philatelic Traders' Society.
(Miss J. M. Coker, Ext. 318)

Amsterdam: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 24-27, 1969
A joint venture with the British Institute of Cleaning Science.
(T. E. Kerfoot, Ext. 7011)

Paris: FRENCH PHYSICAL SOCIETY EXHIBITION – December 8-13, 1969
An official information stand.
(R. J. Ager, Ext. 7205)

Paris: 15TH LABORATORY EXHIBITION – December 8-13, 1969
A joint venture with the London Chamber of Commerce.
(R. J. Ager, Ext. 7205)

1970

Brussels: INTERNATIONAL INVENTORS' EXHIBITION – March 1970
A possible joint venture with the Institute of Patentees and Inventors. Inventors interested in participation should contact the Institute.
(T. E. Kerfoot, Ext. 7011)

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 3-5, 1970
A probable joint venture with the Philatelic Traders' Society.
(Miss J. M. Coker, Ext. 318)

Cannes: INTERNATIONAL TELEVISION PROGRAMME MARKET (MIP-TV) – April 13-18, 1970
A joint venture with the Film Production Association of Great Britain. Firms interested in participation should contact the Association.
(R. J. Ager, Ext. 7205)

New York: PREMIUM SHOW – May 4-7, 1970
A joint venture with the British Premium Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 318)

Wiesbaden: INTERNATIONAL PET TRADE FAIR – May 11-12, 1970
Joint venture with the Pet Trade Association.
(Miss E. J. Slegg, Ext. 7080)

Cleveland: MINING CONGRESS AND COAL SHOW – May 11-14, 1970
A possible joint venture with the Association of British Mining Equipment Exporters. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

New York: THE NATIONAL ARTS AND ANTIQUES FESTIVAL – May 16-24, 1970
A possible joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 318)

Berlin: CRYOGENICS CONGRESS AND EXHIBITION – May 25-27, 1970
Probable joint venture with the British Cryogenics Council. Firms interested in participation should contact the Council.
(K. J. C. Edgington, Ext. 7201)

Basle: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1, 1970
Joint ventures with the Educational Equipment Association, and the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact the Associations.
(T. E. Kerfoot, Ext. 7011)

Geneva: 1ST EUROPEAN FESTIVAL CONGRESS AND EXHIBITION OF RECREATION – May 28-June 7, 1970
Probable joint ventures with The Philatelic Traders' Society and The Physical Education Association. Firms interested in participation should contact either the Society or the Association.
(T. E. Kerfoot, Ext. 7011)

Hanover: EXHIBITION OF NON-DESTRUCTIVE TESTING EQUIPMENT AND ACCESSORIES – June 1-5, 1970
Joint venture with the London Chamber of Commerce.
(Miss E. J. Slegg, Ext. 7080)

Chicago: PREMIUM SHOW – September 14-17, 1970
A possible joint venture with the British Premium Manufacturers' Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Stuttgart: WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 13-15, 1970
A joint venture with the Hairdressing Manufacturers' and Wholesalers' Association. Firms interested in participation should contact the Association.
(Miss E. J. Slegg, Ext. 7080)

Louisville: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September 1970
A probable joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7095)

Düsseldorf: INTERNATIONAL CONGRESS WITH EXHIBITION FOR OCEANOLOGY AND EXPLOITATION OF THE SEA (INTEROZEAN) – November 10-15, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Amsterdam: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

1971

Dortmund: 3RD INTERNATIONAL SCHOOLS EXHIBITION – May 8-15, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

(c) British Weeks and Store Promotions

1970

Finland: 'BRITAIN IN FINLAND – 1970'
A number of store promotions is expected to be held during this trade drive. Particulars will be announced when arrangements become firm.
Miss M. Wood, Ext. 7244)

West Berlin, Germany: BANTAM-SUPER GMBH STORE PROMOTION – January 30-February 8, 1970
Bantam, which is the most important discount foodstore in West Berlin, is proposing to hold a promotion in 11 of its stores from January 30 to February 8, 1970. The theme of the promotion will be 'Lebensmittel aus Grossbritannien' (foodstuffs from Great Britain) and they are interested in a comprehensive range of foodstuffs and beverages. Inquiries to Herr Steidel, Bantam-Super GmbH, 1 Berlin 12, Bleibtreustrasse 13.
(K. J. C. Edgington, Ext. 7201)

Paris: LA SAMARITAINE STORE PROMOTION – February 11-March 7, 1970
The store is interested in a wide range of merchandise appropriate to a departmental store in the medium price category. Offers to Mr. Pierre Guérin, 19 Rue de la Monnaie, Paris, 1er.
(Miss D. M. Wilmot, Ext. 7211)

Australia: THE MYER EMPORIUM LTD.
Melbourne – February 14-21, 1970
Sydney – February 24-March 3, 1970
Adelaide – March 7-14, 1970
Brisbane – April 5-11, 1970
This British promotion, being held in 12-15 stores, will feature most classes of general merchandise but especially men's and women's and children's clothing, fabrics, homewares and foodstuffs. The London Buying House is The Myer Emporium (London) Ltd., Melbourne House, 8/12 Brook Street, London, W.1 (Tel. 01-499 1543).
(R. A. Hillier, Ext. 7215)

Tulsa, Oklahoma: VANDEVER CO. INC. – February 22-March 3, 1970
This British promotion will feature men's and women's ready-to-wear clothing, sporting clothes, giftware, china, silver, home furnishings and novelty housewares. The London Buying House is Dean Warburg Ltd., 38 Savile Row, London, W.1 (Tel. 01-734 9421).
(C. J. Mather, Ext. 265)

Melbourne, Australia: BUCKLEY & NUNN LTD. – February 23-March 7, 1970
This British promotion will feature most classes of general merchandise but especially men's and women's clothing and homewares. The London Buying House is Buckley & Nunn Ltd., 14/16 Margaret Street, London, W.1 (Tel. 01-636 3001).
(C. J. Mather, Ext. 265)

Stockholm, Sweden: METRO STORE PROMOTION – February 26-March 4, 1970
Preliminary notice is given of the METRO proposal to hold a promotion in their food supermarket chain. Particulars of their interest in food supplies will be announced.
(P. Holmes, Ext. 7243)

Mannheim, Federal Republic of Germany: EUROPA-MARKET GmbH – Spring, 1970
A British store promotion will be held at this, the largest supermarket in the district. It will feature foodstuffs, beverages, household goods of all descriptions, cosmetics, clothing and other products saleable in a supermarket. Inquiries should be addressed to Herr Helmut Keil, Europa-Markt, GmbH, 69 Heidelberg-Wieblingen, Waldhofer Strasse 3.
(Miss E. J. Slegg, Ext. 7080)

Sydney, Australia: F. V. RICHARDS & CO. – April 6-25, 1970
This British promotion will feature men's and women's clothing and accessories. The London Buying House is Dix and Simpson Ltd., 92 New Cavendish Street, London, W1M 8HE (Tel. 01-580 5036)
(C. J. Mather, Ext. 265)

Bangkok, Thailand: CENTRAL TRADING CO. LTD. – May 1-15, 1970
This British promotion will feature cosmetics, sports goods, toys, foodstuffs, giftwares, reproduction occasional furniture, china and glassware, electrical home appliances, housewares, motor accessories and clothing. The London Buying House is J. Raymond Wilson Ltd., 4/7 Chiswell Street, London, E.C.1 (Tel. 01-638 9231).
(R. A. Hillier, Ext. 7215)

Sydney, Australia: DAVID JONES LIMITED – May 11-24, 1970
This Import Fair with a British element called 'Grand Tour of Europe' will feature all types of consumer goods. The London Buying House is David Jones Limited (of Sydney), Canberra House, 315 Regent Street, London, W.1 (Tel. 01-580 1555).
(R. A. Hillier, Ext. 7215)

Sweden: BRITISH SHOPPING WEEKS
Preliminary notice is given of Shopping Weeks at:
Lulea – September 18-26
Gävle – September 25-October 3
Hälsingborg – October 2-10
(P. Holmes, Ext. 7243)

Milwaukee, Wisconsin: THE BOSTON STORE COMPANY – September 21-October 3, 1970
This British promotion, to be held in the downtown store and three suburban branches, will feature home furnishings, clothing, stationery, cosmetics, foodstuffs and beverages. The London Buying House is Associated Merchandising Corporation, 1B Baker Street, London, W.1 (Tel. 01-486 4721).
(R. A. Hillier, Ext. 7215)

Portland, Oregon: MEIER & FRANK CO. INC. – October 5-19, 1970
This British promotion, to be held in four stores, will feature consumer goods generally. The London Buying House is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. 01-734 4583).
(C. J. Mather, Ext. 265)

Peoria, Illinois: P. A. BERGNER & CO. – November 8-21, 1970
This Import Fair called 'Under Four Flags' will feature men's, women's and children's general clothing, sporting goods and china. Interested parties should contact direct: Mr. Carl Ziltz, vice-president and general merchandising manager, P. A. Bergner & Company, 200 S. W. Adams Street, Peoria, Illinois, United States.
(C. J. Mather, Ext. 265)

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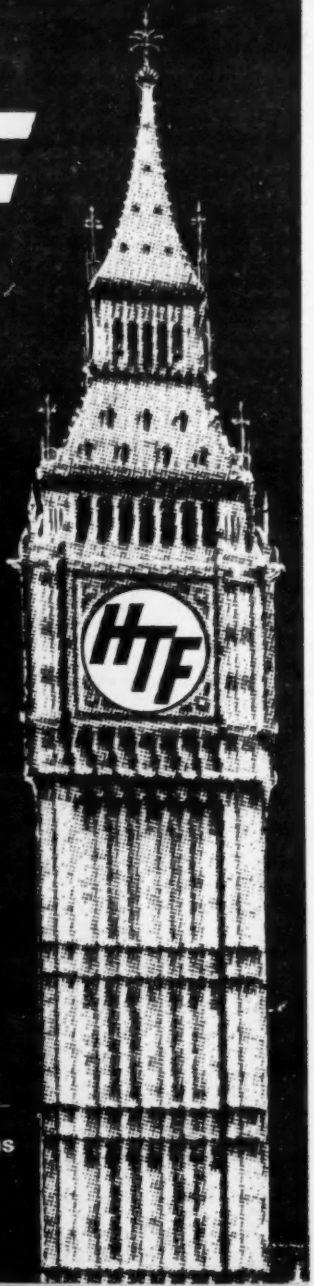

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SECTIONS II—IV

Trade Fairs and Exhibitions

Requests for information about fair costs and conditions should be made to the organizers or United Kingdom agents unless participation, with Board of Trade support, in events (also included in Section I) is being considered. The Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries about events in Sections II-IV. The telephone number of the Board of Trade is 01-248 5757, extensions:—

Eastern Europe including Eastern Germany	7213	*Other towns in France, Belgium Luxembourg, Finland, Norway, Denmark*	7207
Cologne, Dortmund, Dusseldorf, Offenbach, Wiesbaden	225	*Cyprus, Malta, Netherlands Switzerland, Spain, Irish Republic*	7011
Other towns in West Germany	7180	*United States, Canada*	7094
Austria, Greece, Italy, Portugal	7011	*United Kingdom*	7109
France (Paris only) and Sweden	7205	*The rest of the world*	7099

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

*** event held annually at approximately the time stated.**

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – December 3-7
* Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. Museum 9325).

Building and Public Works

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 20-30
† Apply, M. le Prince, 1, Avenue Niel, Paris 17e.

Chemicals and Allied Industries including Plastics

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION (SURFACE '69) – November 19-25
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

GOTHENBURG: INTER NORDIC PLASTICS EXHIBITION – November 20-26
Apply, Scandinexpo AB, Stampgat, 38, 411 01 Gothenburg C.

Clothing

BRUSSELS: INTERNATIONAL BABY SHOW – November 7-11
Apply, Belgian National Railways, P.O. Box 4BY, 167, Regent Street, London, W1 (Tel. 01-734 1497).

PARIS: CHILDREN'S FASHION SHOW – November 8-11
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW1.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 8-13
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW1.

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – November 30-December 2
Apply, Internationalen Hutfachnesse fur Grossisten 6, Frankfurt-am-Main, Kaiserstrasse 64.

Engineering, Other

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM '69) – October 31-November 9
* Apply, Udstillingsselskabet U.F.E.S.A.S., Ryvangs, Alle 20, Copenhagen Ø.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 11-15
Apply, Europort Exhibitions Ltd., 67/69, Chancery Lane, London, WC1 (Tel. 01-242 6561).

ROTTERDAM: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28
Apply, Scientific Surveys Ltd., 114, Gloucester Road, SW7 (Tel. 584 2945.

Fancy Goods, Jewellery and Giftware

ANTWERP: GIFT SHOW – December 17-29
Apply, Geschenkenbeurs "Kado," Stedelijke Feestzaal, Louizastraat 10-12, Antwerp.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

BASLE: INTERNATIONAL CATERING AND HOTEL EXHIBITION (IGEHO) – November 13-19
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

COPENHAGEN: FAIR FOR THE HOTEL AND RESTAURANT BUSINESS – November 14-23
* Apply, Udstillinghallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

Furniture, Furnishings, Household Equipment and Hardware

GENEVA: IDEAL HOME EXHIBITION – October 29-November 9
Apply, Secretariat, Salon des Arts Menagers, 18, Quai de l'Ecole de Medicine, 1211 Geneva 4.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 29-November 11
Apply, M. Mangeret, 11, Rue Anatole-de-la-Forge, Paris, 17e.

BORDEAUX: EXHIBITION OF DOMESTIC COMFORT – October 31-November 11
Apply, M. Ratabou, 12, Place de la Bourse, Bordeaux.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November 3-8
† Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS: FURNITURE EXHIBITION – November 27-December 2
Apply, Foire du Meuble, 13-15, Rue de Livourne, Brussels, 5.

Handicrafts

BRUSSELS: DO-IT-YOURSELF AND LEISURE HOBBIES EXHIBITION – November
Apply, Sogestor, 14, Rue Duquesnoy, Brussels, 1 (Tel. 12.21.87).

TOULOUSE: DO-IT-YOURSELF EXHIBITION – December 6-14
Apply, M. Devos, Parc des Expositions, Toulouse.

PARIS: DO-IT-YOURSELF EXHIBITION – November 6-17
* Apply, Salon du Bricolage, 42, Rue du Louvre, Paris 1er.

Hospital, Medical, Surgical and Dental Equipment

VIENNA: INTERNATIONAL TRADE EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November
Apply, Sekretariat, Arbeitsgemeinschaft für Fachausstellungen, Loquaiplatz 13, Vienna 6.

1969, *continued*

HELSINKI: PHYSICIANS DAYS EXHIBITION – November 16-22
Apply, Dr. E. Klinge, Finnish Doctors' Association, Helsinki.

VIENNA: INTERNATIONAL TRADE EXHIBITION FOR HOSPITAL, MEDICAL AND LABORATORY EQUIPMENT – November
† Apply, Werbung Scherbetz, Kinderspitalgasse 4, 1090 Vienna.

VIENNA: VAN SWIETEN MEDICAL CONGRESS AND EXHIBITION – November
Apply, M. Rodler, Medizinische Ausstellungs – and Werbe – Gesellschaft.

Laundry and Allied Services

AMSTERDAM: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 24-27
Apply, RAI Gebouw N.V., Europaplein, 8 Amsterdam.

Motor Vehicles, Motor Cycles and Cycles

TURIN: INTERNATIONAL MOTOR SHOW – October 29-November 9
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

MILAN: INTERNATIONALE CYCLE AND MOTOR CYCLE EXHIBITION – November 22-30
Apply, National Association of Cycle, Motor Cycle and Accessories Manufactures, Via Mauro Macchi 32, Milan.

Photographic Equipment

PARIS: INTERNATIONAL PHOTO, CINEMA AND OPTIC EXHIBITION – November 7-11
Apply, M. Siffre, 5 bis, rue Jacquemont, Paris, 17e.

Ships and Boats

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 11-15
Apply, Europort Exhibitions Ltd., 67/69, Chancery Lane, London, WC1 (Tel. 01-242 6561).

MUNICH: 'MAN AND THE SEA' EXHIBITION – November 10-15
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

Sports Goods and Camping Equipment, including Caravans

BRUSSELS: INTERNATIONAL CARAVAN SHOW – November 8-16
Apply, Salon International de la Caravane, 363, Chaussee de Waterloo, Brussels, 6.

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 18-21
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Other Specialized Fairs

TOULOUSE: LANGUEDOC-MIDI-PYRENEES ANTIQUE DEALERS EXHIBITION – November 7-16
Apply, M. Jary, 31, Rue du Rempart-Matabiau, Toulouse.

DÜSSELDORF: INDUSTRIAL SAFETY AND FACTORY HYGIENE 10TH CONGRESS AND EXHIBITION – November 12-15
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, W1 (Tel. 01-636 9325).

MONACO: OFFSHORE EXPLORATION EXHIBITION AND CONFERENCE – December 1-5
Apply, D. Mark Carter, Inval House, Haslemere, Surrey.

PARIS: PHYSICAL SOCIETY EXHIBITION – December 8-13
Apply, Comite d'Exposition, 33, Rue Croulebarbe, Paris 13e.

PARIS: 15TH LABORATORY EXHIBITION – December 8-13
Apply, SOFREXPO, 80, Route de Saint-Cloud, 92-Rueil-Malmaison.

1970 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 22-26
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

CHARLEROI: SPRING FAIR (BUILDING CONSTRUCTION AND HOLIDAYS EXHIBITION) – February
Apply, Societe Cooperative de Gestion du Palais des Expositions de la Ville de Charleroi.

UTRECHT: INTERNATIONAL SPRING FAIR – March 1-6
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

ZURICH: SWISS IMPORTS FAIR – March 13-21
Apply, ZUSPA – Stadthof 11, Thurganerstrasse 7, 8050 Zurich.

LYONS: INTERNATIONAL TRADE FAIR – March 14-23
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

TOULOUSE: INTERNATIONAL TRADE FAIR – March 26-April 6
*Apply, M. Lacassagne – President, Palais-de-la-Foire Toulouse.

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viole A. Diaz, Cagliari (Tel. 52.854-51-859-57. 888).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 8-15
Apply, Office of Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

MARSEILLES: SPRING FAIR – April 2-13
Apply, British Overseas Media Bureau Representations Ltd., 16-17, Bride Lane, Fleet Street, London, E.C.4 (Tel. 01-583 0581).

NANTES: NANTES FAIR – April 2-13
Apply, M. Boyer, Champs-de-Mars, Nantes, Loire-Atlantique 44.

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – April 9-19
Apply, Mrs. Muriel C. Black; London Office of the Metz Fair, 68, Queen Street, London, EC4.

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April 11-19
* Apply, Internationale Saarmesse, 66 Saarbrücken, Messegelände.

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25
Apply, Dr. V. Schiazzano, 31, Old Burlington Street, W1 (Tel. 01-734 2411).

BRUSSELS: INTERNATIONAL TRADE FAIR – April 15-26
Apply, Belgian National Railways, P.O. Box 4BY, 167, Regent Street, London, W1 (Tel. 01-734 1491).

ORLEANS: ORLEANS FAIR – April 19-26
Apply, M. Secretain, Hotel de Ville, Orleans, Loiret 45.

AVIGNON: AVIGNON FAIR – April 25-May 3
Apply, M. Chambon, Parc de Champfleury, Avignon.

HANOVER: HANOVER FAIR – April 25-May 3
* Apply, Schenkers Ltd., Royal London House, 13, Finsbury Square, London, EC2 (Tel. 01-628 7050).

GRAZ: SPRING FAIR – April 25-May 3
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

RENNES: RENNES FAIR – April 25-May 4
Apply, M. Machenaud, 48, Boulevard Magenta, Rennes, Ille-et-Villaine 35.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April 25-May 16
Apply, French Chamber of Commerce, Park House, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

ROUEN: TRADE FAIR – April 29-May 11
Apply, M. le Commissaire General, 48, Quai de Paris, Rouen, Seine-Maritime 76.

BESANCON: BESANCON FAIR – May 1-10
Apply, M. Lagrange, Promendade Chamars, Besancon.

POITIERS: POITIERS FAIR – May 1-10
Apply M. le Commissaire General, Hotel de Ville, Poitiers, Vienne 86.

TOURS: INTERNATIONAL TRADE FAIR – May 1-10
Apply, Foires de Tours, Parc des Expositions, Boite Postale 220 Tours 37.

GRENOBLE: GRENOBLE FAIR – May 1-11
Apply, M. Maurin, Palais des Expositions, Grenoble.

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 4-17
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

GOTHENBURG: SWEDISH TRADE FAIR – May 9-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-687 9325).

BUDAPEST: INTERNATIONAL TRADE FAIR – May 22-June 1
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV, Varosliget.

OSLO: TRADE FAIR – May 14-24
Apply, Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2.

LILLE: INTERNATIONAL TRADE FAIR – May 14-25
Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, WC2 (Tel. 01-836 4825/9).

ANGERS: ANGERS FAIR – May 15-24
Apply, M. Cointreau, Chambre de Commerce, et Industrie, 8, Boulevard du Roi Rene, Angers.

MACON: MACON FAIR – May 16-25
Apply, M. Labruyere, Chambre de Commerce et Industrie, Macon, Saone-et-Loire 71.

MULHOUSE: TRADE FAIR – May 16-27
Apply, Commissaire General, 2, Rue Pierre-Curie, Mulhouse, Maut-Rhin 68.

BOLOGNA: INTERNATIONAL TRADE FAIR – May 16-31
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

LIMOGES: LIMOGES FAIR – May 21-June 1
Apply, Commissaire General, 59, Rue Montmailler, Limoges.

BORDEAUX: INTERNATIONAL TRADE FAIR – May 23-June 1
Apply, M. Ratabou, Administration de la Foire Inter: Bordeaux, 12, Place de la Bourse, Bordeaux.

COPENHAGEN: GENERAL CONSUMERS FAIR – May 29-June 2
Apply, De Danske Husmoderforeninger, Niels Hemmingsensgade 8, 1153 Copenhagen K.

NIMES: INTERNATIONAL FAIR – May 30-June 8
Apply, M. Letac, Rue de Bouillarges, Nimes, Gard 30.

REIMS: REIMS FAIR – May 30-June 8
Apply, M. Lemaitre, 63, Rue de Chativesle, Reims, Marne 51.

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June
Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

PADUA: INTERNATIONAL SAMPLES FAIR – May-June
Apply, Fairs and Exhibitions Ltd., 14, New Burlington Street, London, W1 (Tel. 01-734 0855).

LIEGE: INTERNATIONAL FAIR – May
Apply, Belgian National Railways, 167, Regent Street, London, W1 (Tel. 01-734 1491).

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May-June
Apply, La Societe de la Foire Internationale de Luxembourg, Avenue Victor Hugo, Case Postale 110, Luxembourg.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 3-14
* Apply, Feria Oficiale Internationale de Muestras, Avenida Maria Christina, Barcelona.

NANCY: INTERNATIONAL FAIR – June 4-15
Apply, Translators Worldwide (London) Ltd., 29, Ely Place, London, EC1 (Tel. 01-242 8111).

AMIENS: AMIENS FAIR (COMMERCIAL, INDUSTRIAL AND AGRICULTURAL) – June 5-15
Apply, M. le President, 22, Rue Vatable, Amiens, Somme.

BOURGES: BOURGES FAIR – June 6-14
Apply, M. le President, Hotel de Ville, Bourges, (Cher, 18).

LISBON: INTERNATIONAL TRADE FAIR – June 9-23
Apply, State Information and Tourist Office of Portugal, 20, Lower Regent Street, London, SW1 (Tel. 930 2455).

CHALON-SUR-SAONE: CHALON-SUD-SAONE FAIR – June 13-22
Apply, M. Gros, 46, Rue General-Leclerc, Chalon-Sur-Saone, Saone-et-Loire 71.

CALAIS: OPAL COAST EXHIBITION – June 20-29
Apply, E. Aubrey, 23, Rue Eustache de St. Pierre, Calais.

DRAGUIGNAN: DRAGUIGNAN FAIR – June 27-July 5
Apply, M. Jourdan, B.P.6, Draguignan, Var 83.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31, Old Burlington Street, London, W1 (Tel. Regent 2411).

BILBAO: INTERNATIONAL SAMPLES FAIR – July 1-12
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

NAXXAR: MALTA TRADE FAIR – July 1-15
* Apply, General Retailers Union, 87, Old Mint Street, Valletta.

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – July-August
Apply, Office of the Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. Knightsbridge 6938).

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 14-23
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

MESSINA: INTERNATIONAL TRADE FAIR – August
Apply, Ente Autonomo Tiere Di Messina, Via Liberta, Messina.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 2
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PAU: FAIR AND EXPOSITION – September 3-14
Apply, M. Peninou, 21, Rue Louis Barthou, Pau.

STRASBOURG: INTERNATIONAL TRADE FAIR – September 3-14
Apply, M. le President, 9, Rue Brulee, Strasbourg.

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 6-11
* Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

LE MANS: LE MANS SAMPLES FAIR – September 10-14
Apply, M. Gauthier, Quinconce-des-Jacobins, Le Mans (Sarthe 72).

CHAMBERY: CHAMBERY FAIR – September 11-20
Apply, M. Seve, President, 14, Quai des Allobroges, Chambery.

HELSINKI: INTERNATIONAL TRADE FAIR – September 17-27
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 18-27
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

CAEN: CAEN FAIR – September 18-28
Apply, M. le President, Parc des Expositions, Caen (Calvados).

ST. ETIENNE: ST. ETIENNE FAIR – September 18-28
Apply, M. Troselli, 3, Rue de Charles-de-Gaulle, St. Etienne (Loire 42).

MARSEILLES: INTERNATIONAL FAIR – September 24-October 5
Apply, British Overseas Media Bureau Representations Ltd., 16-17, Bride Lane, Fleet Street, London, EC4 (Tel. 01-583 0581).

GRAZ: AUTUMN FAIR – September 26-October October 4
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

METZ: INTERNATIONAL AUTUMN FAIR – September 30-October 11
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68, Queen Street, London, EC4.

STOCKHOLM: ST. ERIK'S INTERNATIONAL FAIR – September
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

CLERMONT-FERRAND: CLERMONT-FERRAND FAIR – September
Apply, M. le President, 4, Boulevard Trudaine, Clermont-Ferrand (Puy-de-Dome).

GHENT: INTERNATIONAL FAIR OF FLANDERS – September
Apply, Floraliapaleis, Ghent.

LIEGE: COMMERCIAL FAIR – September
Apply, Belgian National Railways, 167, Regent Street, London, W1 (Tel. 01-734 1491).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September
Apply, Fiera Campionaria Internazionale Di Bolzano, C.P. 297, Bolzano.

BARI: INTERNATIONAL LEVANT FAIR – September
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
Apply, Office of the Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

SALONIKA: INTERNATONAL TRADE FAIR – September
Apply, Foire Internationale de Thessalonika (Tel. 71-823).

ZARAGOZA: NATIONAL SAMPLES FAIR – October 3-18
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

GRENOBLE: GRENOBLE FAIR – October 16-26
Apply, M. Maurin, Palais des Expositions, Grenoble.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-687 9325).

1970 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 30-February 8
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February
Apply, Secretariat General, 2, Avenue Louis Bertrand, Brussels 3.

OSLO: AGRICULTURAL WEEK – February 20-March 10
Apply, Det. Kgl. Selskap For Norges Vel, Rosenkrantzgt 8, Oslo 1.

PARIS: INTERNATIONAL AGRICULTURAL EXHIBITION – March 7-15
Apply, French Trade Exhibitions, 24, Rutland Gate, London SW7.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION (SIMA) – March 10-15
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 15-23
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – April 2-10
Apply, Commissariat General, Comite Intersyndical Expobois, 150, Boulevard Bineau, Neuilly-Sur-Seine, le Courbe 99.09.

ZARAGOZA: TECHNICAL AND AGRICULTURAL FAIR – April 4-12
Apply, Director General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION – April 21-26
Apply, President, 9, Rue Ozenne, Toulouse.

EPINAL: FRENCH FORESTRY FAIR – April 25-May 3
* Apply, Foire Forestiere, 11, Edmond Henry, Epinal.

FOGGIA: AGRICULTURAL FAIR – April-May
Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggio.

1970, *continued*

MADRID: INTERNATIONAL AGRICULTURAL LIVESTOCK FAIR (FERIA DEL CAMPO) – May 20-June 7
Apply, Feria Internacional del Campo, Avenida de Portugal, S/N Madrid.

COLOGNE: INTERNATIONAL AGRICULTURAL SHOW – May 24-31
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

REGGIO EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

MUNICH: INTERNATIONAL FORESTRY AND TIMBER EXHIBITION – June 6-14
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June
Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
Apply, Italian Chamber of Commerce, 31, Old Burlington Street, London, W1 (Tel. Regent 2411).

KLAGENFURT: AUSTRIAN TIMBER FAIR – August
Apply, CES (Overseas) Ltd., 225c, Balham High Road, London, SW17 (Tel. 673 8433).

WELS: NATIONAL AGRICULTURAL EXHIBITION – August-September
Apply, Osterreichische Landwirshaftmesse Wels, Upper Austria.

FREDERICA: FAIR FOR THE WOOD INDUSTRY – September 2-6
Apply, Dansk Kobestaevne, 7000 Fredericia.

MADRID: WORLD POULTRY CONGRESS AND EXHIBITION – September 6-12
Apply, Secretary-General Congreso, Ministerio de Agricultura, Paseo de Infanta Isabel, 1, Madrid, 7.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October
* Apply, Swiss Embassy, 18, Montague Place, Bryanston Square, London, W1 (Tel. 723 0701).

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 9-15
Apply, M. Caron, 3, rue la Boetie, Paris 8e.

BRUSSELS: THE WOOD SHOW – November-December
Apply, General Management of the Wood Show, Palais du Centenaire, Brussels.

Aircraft and Aeronautical Equipment

DELFT: SYMPOSIUM AND EXHIBITION OF ENVIROMENTAL ENGINEERING – April 1-3
Apply, IR. Lighthart, Royal Dutch Institute of Engineers, 23, Princess Gracht, The Hague.

HANOVER: INTERNATIONAL AIR SHOW – April 24-May 3
† Apply, Schenkers Ltd., Royal London House, 13, Finsbury Square, London, EC2 (Tel. 01-628 7050).

TURIN: INTERNATIONAL AEROSPACE SHOW – June 5-14
Apply, International Committee of Airport Systems, 12, Kendrick Mews, Kendrick Place, London, SW7 (Tel. 01-584 7512).

CANNES: INTERNATIONAL EXHIBITION FOR GENERAL AIRCRAFT – June 20-28
Apply, Salons Internationaux de l'aviation Generale, 18, Boulevard Maillot, Neuilly-sur-Seine.

AMSTERDAM: INTERNATIONAL AIRPORT EQUIPMENT AND SERVICES EXHIBITION – June 29-July 4
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 405 5171).

TOUSSOS-LE-NOBLE: INTERNATIONAL LIGHT AVIATION SHOW – September 10-14
Apply, M. Reuter, 18, Boulevard Maillot, Neuilly-sur-Seine (Hauts-de-Seine, 92).

Books and Periodicals

LISBON: INTERNATIONAL EXHIBITION OF BOOKS AND GRAPHIC ARTS (FILGRAFICA) – March
Apply, Feira Internacional de Lisboa, Praca das Industrias, Lisbon 3.

BRUSSELS: INTERNATIONAL BOOK FAIR – March
Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels, 5.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 1-5
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: INTERNATIONAL EXHIBITION OF SCIENTIFIC AND TECHNICAL BOOKS – June 4-8
Apply, Commissariat General, 117, BD Saint Germain, Paris 6e.

FRANKFURT: INTERNATIONAL BOOK FAIR – September 24-29
* Apply, Ausstellungs-und Messe-GmbH des Borsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

HANOVER: INTERNATIONAL BUILDERS' SUPPLIES EXHIBITION (CONSTRUCTA) – January 24-February 1
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

ANTWERP: INTERNATIONAL EXHIBITION OF PREFABRICATION BUILDING SYSTEMS – February 14-23
Apply, M. R. Van Rompacy, Chef du Department Prefabrication National Bowcentrum, 191 Jan Van Rijswicklaan, Antwerp.

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 14-22
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel 01-486 1951).

COPENHAGEN: INTERNATIONAL CONSTRUCTION MACHINERY TRADE FAIR – April 29-May 3
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-687 9325).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 21-31
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BRUSSELS: INTERNATIONAL CIVIL ENGINEERING AND CONSTRUCTION SITE EQUIPMENT EXHIBITION – September 12-18
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

BOLOGNA: INTERNATIONAL BUILDING EXHIBITION – October 10-18
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, WIX 2AO (Tel. 734 0511).

Chemical and Allied Industries including Plastics

MUNICH: 2ND INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 29-May 2
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OYONNAX: EXHIBITION OF OPTICAL MATERIALS – May 21-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL PLASTICS AND RUBBER EXHIBITION (EUROPLASTIQUE) – June 2-10
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, SW7 (Tel. 01-589 1700).

FRANKFURT: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24
Apply, DECHEMA, 6 Frankfurt-am-Main 97, Theodor-Heuss-Allee 25, Postfach 7746.

NICE: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June
Apply, Comite Francois des Aerosols, 32 Rue de Paradis, Paris, 10e (Tel. Provence 76-02 M. G. Marion).

UTRECHT: INTERNATIONAL PLASTICS EXHIBITION (MACROPLASTIC) – October 29-November 5
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS: PAINT TECHNICAL EXHIBITION – November 10-15
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

Clothing

PARIS: CORSETRY AND LINGERIE EXHIBITION – February 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: EUROPEAN MENSWEAR EXHIBITION – February 7-10
Apply, PROMAS, 8 Rue de Richelieu, Paris, 1er.

TURIN: INTERNATIONAL FASHION TRADE FAIR (SAMIA) – February 13-16
Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W1 (Tel. 01-493 6420).

COPENHAGEN: MEN'S FASHION FAIR – February 15-17
Apply, Udstillingshallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

COLOGNE: INTERNATIONAL FASHION FAIR FOR CASUAL, SPORTS AND TRAVEL WEAR – February 27-March 1
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, SW1 (Tel. 01-799 2134).

COPENHAGEN: FASHION FAIR – March 15-18
Apply, Udstillinghallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

DÜSSELDORF: INTERNATIONAL TRADE FAIR (IGEDO) – March 15-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

MUNICH: FASHION WEEK – April 5-9
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – April 11-16
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

VIENNA: LADIES FASHION SHOW – April 12-15
Apply, Fachverband der Bekleidungsindustrie Ostereichs, Schwarzenbergplatz 4, 1030 Vienna 3.

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Household Goods and Hardware Fair	1st half September
Fair of Lingerie, Foundation Garments, Underwear and Swimwear	2nd half September
IFMA – Bicycle and Motor Cycle Exhibition	26th-29th September
PHOTOKINA – World Fair of Photography	3rd-11th October
Fair for the Child	16th-18th October
SPOGA – Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	25th-27th October

Information and Tickets:
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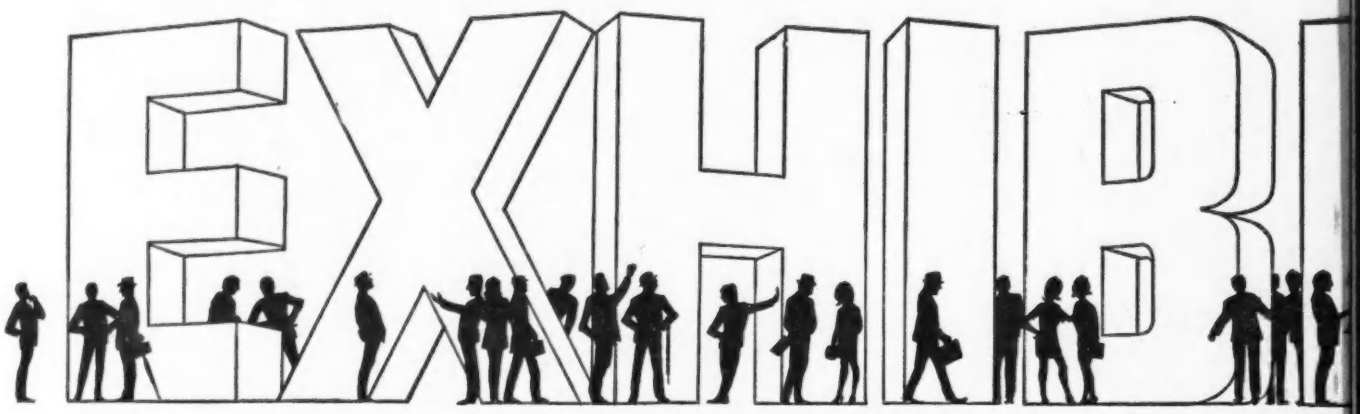
IRELAND:
Information: **C. O. Neale, "Luxor", Saval Park Road, Dalkey, Co. Dublin. Tel: 80 68 68**
Tickets: **Airborne Travel Agency Ltd., 37 College Green, Dublin 2. Tel: 71 71 61**



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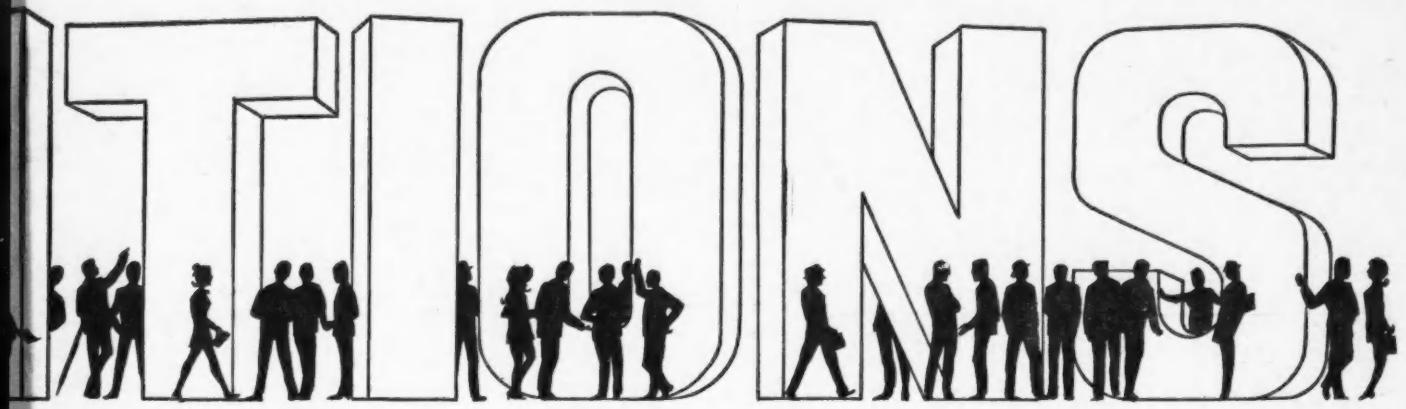

CURRENT EXHIBITIONS CALENDAR

1970

International Hotel & Catering Exhibition (Hotelympia)
Olympia, London. January 6 - 15

Carpex 70. International Carpet, Linoleum and Floor Coverings Fair
Earls Court, London. March 2 - 6

Imbex 70. International Men's & Boys' Wear Exhibition
Earls Court, London. March 2 - 6

Brighter Homes Exhibition
City Hall, Manchester. March 3 - 21

Scotland's Food Exhibition
Kelvin Hall, Glasgow. April 14 - 25

Pakprint '70. International Packaging and Printing Exhibition
Sydney, Australia. May 11 - 15

Northern Reprographic Exhibition
City Hall, Manchester. May 18 - 22

Australian Catering Trade Fair
Sydney, Australia. June 1 - 5

Pakex 70. International Packaging Exhibition
Olympia, London. June 22 - 26

Northe rn Floor Coverings Fair
The Exhibition Centre, Harrogate. September 8 - 11

Hospex '70. International Hospital - Medical Equipment, Services and Supplies Exhibition
Sydney, Australia. September 28 - October 2

International Dairy Equipment Exhibition
Sydney, Australia. October 12 - 16

Building Trades Exhibition
City Hall, Manchester. October 19 - 24

British Industrial Exhibition
Sociedad Rural Argentina, Palermo, Buenos Aires, Argentina. November 5 - 15

The Thirteenth Do-it-Yourself Exhibition
City Hall, Manchester. November 10 - 21

1971

Imbex '71. International Men's and Boys' Wear Exhibition
Earls Court, London. March 1 - 5

Carpex '71. International Carpet, Linoleum and Floor Coverings Fair
Earls Court, London. March 1 - 5

London International Engineering Exhibition and the International Welding and Metal Fabrication Exhibition
London. April 21 - 29

Containerization, Freight and Transport Services Exhibition
Sydney, Australia. June 28- July 23

Ipex '71. International Printing Machinery and Allied Trades Exhibition
Earls Court and Olympia, London. July 13 - 24

International Trade Fair
Sydney, Australia, August 12 - 21

Irish International Food and Drink Fair
Royal Dublin Society. Dublin. September 4 - 11

International Laundry, Dry Cleaning and Allied Trades Exhibition
Olympia, London. September 9 - 18

Irish Packaging Exhibition
Royal Dublin Society, Dublin. September 27 - October 1

4th Machine Tool Exhibition
Sydney, Australia. October 14 - 23

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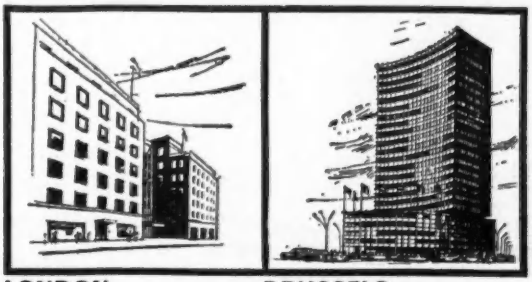

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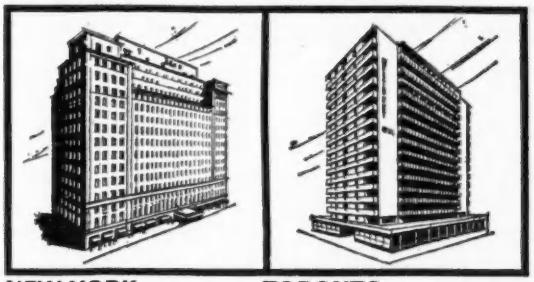

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Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 26-30
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BERLIN: FASHION WEEK – April 13-24
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – May 31-June 2
Apply, Internationalen Hutfachnesse fur Grossisten 6, Frankfurt-am-Main, Kaiserstrasse 64.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 28-30
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 13-16
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COPENHAGEN: FASHION FAIR – September 27-30
Apply, Udstillinghallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

MUNICH: FASHION WEEK – October 4-8
* Apply, Mode-Woche Munchen GmbH, 8 Munchen 90, Brecherspitzstrasse 7.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 16-18
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

VIENNA: LADIES FASHION SHOW – October 18-21
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BERLIN: FASHION WEEK (including INTERCHIC) – October 12-23
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

NICE: COTE D'AZUR FESTIVAL DE LA MODE (FASHION FESTIVAL) – October-November
Apply, M. Viterbo, President, 2 Boulevard Victor-Hugo, Nice (Alpes-Maritimes).

PARIS: CHILDREN'S FASHION SHOW – November 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – November 7-12
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – November 29-December 1
Apply, Internationalen Hutfachnesse fur Grossisten 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and Shop Equipment

DÜSSELDORF: 3RD EUROPEAN FAIR OF MODERN SHOPFITTING AND DISPLAY WITH CONGRESS – February 21-25
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Engineering, Electrical and Electronic, including Radio and Television

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January 21-25
Apply, Skandinavisk Belysningsmassa, Box 52, 285 00 Markaryd.

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January 14-19
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March
Apply, Commissaire Generale, 16 Rue de Presles, Paris 15e.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 3-8
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: ELECTRIC AND MECHANICAL INDUSTRIES EXHIBITION (MECANELEC) – April-May
Apply, Managing Director, Rue du Colisee, Paris, 8e.

PARIS: ELECTRICAL EQUIPMENT EXHIBITION – May 27-June 4
Apply, French Chamber of Commerce, 24 Rutland Gate, London, SW7.

BORDEAUX: RADIO AND TELEVISION EXHIBITION – October 3-12
Apply, Commissaire Generale, 16 Rue de Presles, Paris, 15e.

AMSTERDAM: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 12-16
Apply, Secretariaat, FIAREX-Organisatie, Minervalaan 82, Amsterdam.

COPENHAGEN: INTERNATIONAL ELECTRONICS, AUTOMATION AND INSTRUMENTS EXHIBITION – October 13-18
Apply, Sekretariat, Julius Thomsens Plads 1, Copenhagen 1.

TOULOUSE: RADIO AND TELEVISION EXHIBITION October 31-November 8
Apply, Salon de la TSF, 35 rue de la Dalbade, Toulouse.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 5-11
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November
Apply, Federazione Della Associazioni Scientifiche & Techniche, (FAST) Di Milano, P.Le Morandi 2, Milan.

Engineering, Other

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA.MO. TER.) – February 1-8
Apply, Exhibition Consultants, Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BILBAO: SPANISH MACHINE TOOL EXHIBITION – March 3-12
Apply, Bilbao Trade Fair, Apartado 468, Bilbao.

COPENHAGEN: INTERNATIONAL FAIR FOR TOOLS AND MACHINE TOOLS (INTERTOOL) – April 10-19
Apply, Udstillingshallen Forum A/S, Jul, Thomsens Plads, 1925 Copenhagen V.

PARIS: FRENCH MACHINE TOOL AND MECHANICAL FACTORY EQUIPMENT EXHIBITION – April 15-23
Apply, M. Ollive, 20 Rue Carpeaux, 92 Puteaux.

MALMO: MECHANICAL INDUSTRIES FAIR (MEKANIK) – April 17-21
Apply, Exhibition Consultants, Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS: INTERNATIONAL INDUSTRIAL EQUIPMENT EXHIBITION – May 23-31
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

BRUSSELS: THE AMERICAN SOCIETY OF MECHANICAL ENGINEERS GAS TURBINE CONFERENCE AND PRODUCTS SHOW – May 24-28
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW7 (Tel. 01-788 1186).

ESSEN: INTERNATIONAL TRADE EXHIBITION OF VULCANIZATION AND RETREADING – May
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

MADRID: WORLD MINING CONGRESS AND EXHIBITION – June 1-15
Apply, Mr. H. E. Collins, National Coal Board, Hobart House, Grosvenor Place, London, SW1 (Tel. 01-235 2020).

ESSEN: INTERNATIONAL POWER PLANT ENGINEERING EXHIBITION (INTEKA) – June 2-7
Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

BILBAO: INTERNATIONAL TRADE FAIR – July 1-12
Apply, Feria de Muestras Internacionale de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

COPENHAGEN: INTERNATIONAL CHEMICO TECHNICAL PROCESS EQUIPMENT FAIR (KEM-TEK) – August
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

OSLO: TECHNICAL FAIR – September 4-13
Apply, Maskingrossisternes Forening, Drammensvn 30, Oslo 2.

HANOVER: MACHINE TOOL EXHIBITION – September 6-15
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

COPENHAGEN: INTERNATIONAL FAIR FOR TOOLS AND MACHINE TOOLS – September 14-19
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, 2100 Copenhagen Ø.

CHARLEROI: INTERNATIONAL TECHNICAL AND INDUSTRIAL EXHIBITION – September
Apply, Secretariat, Palais des Expositions, Charleroi.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

ZURICH: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October 29-November 3
Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
Apply, Fiora di Padora, Tramag, Via N. Tommases, Padua.

1970, *continued*

HAMBURG: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October 8-12
† Apply, Planten Un Blomen, 2 Hamburg 36, Am Dammtor.

STOCKHOLM: TECHNICAL FAIR – October
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM) – November 16-21
Apply, Udstillingsselkabet UFESAS, Ryvangs Alle 20, Copenhagen O.

Fancy Goods, Jewellery and Giftware

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – January 11-19
Apply, M. Jullien, 10 Rue Charlot, 75-Paris 3e.

MILAN: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION (CHI-BI-CAR) – February 1-8
Apply, E. A. Fiera Milano, Campionaria Internazionale 20145, Milano, Largo Domodossola 1.

PARIS: THE BUSINESS GIFT FAIR – June 3-9
Apply, M. de Vaubernier, Salon des Cadeaux et l'Entreprise, 12 Boulevard de la Madeleine, Paris, 8e.

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – September 6-14
Apply, M. Jullien, 10 Rue Charlot, 75-Paris, 3e.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

BRUSSELS: INTERNATIONAL EXHIBITION OF HOTEL, RESTAURANT AND CAFE EQUIPMENT (HORESCA) – January
Apply, Secretary, 16 Rue Frederic Pelletier, Brussels, 4.

AMSTERDAM: HOTEL AND RESTAURANT INDUSTRY FAIR HORECAVA – January 5-8
Apply, RAI Gebouw NV, Europaplein 8, Amsterdam.

UTRECHT: INTERNATONAL FOOD FAIR (ROKA) – February 16-20
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) April 25-29
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL EXHIBITION FOR BREAD (EUROPAIN) – April 25-May 3
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 27-September 2
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 8-19
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – October 15-25
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October
Apply, SIMPA, 29-31 Boulevard du Jardin Boutanique, Brussels, 1.

MONTPELLIER: INTERNATIONAL WINE FAIR – October
Apply, M. le President, Parc du Polygone, Montpellier (Herault).

DIJON: INTERNATIONAL GASTRONOMY EXHIBITION – October 30-November 11
Apply, M. Bourcier, Palais des Expositions, boulevard de Champagne, Dijon, Cote-d'Or 21.

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION (INTERREST) – November 2-6
Apply, Sveriges Hotel Restaurangutstallningarab, Kansli Box 4034, 20311 Malmo 4.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 9-15
Apply, M. Caron, 3 rue la Boetie, Paris 8e.

PARIS: INTERNATIONAL FOOD EXHIBITION (SIAL) – November 9-15
Apply, SOPEXA, 14 Berkeley Street, London, WIX 5AD (Tel. 01-629 5353).

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – November 9-15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERIAL) – November 9-15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

HELSINKI: FOOD FAIR – November 11-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November 14-25
Apply, E. A. Fiera Internazionale di Genoa, Piazzale J. F. Kennedy, 16129 Genoa.

BARCELONA: HOGAROTEL – November 18-29
Apply, Salon Monografico Nacional, Avenida Maria Cristina, Barcelona.

Footwear

ALICANTE: ELDA INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – March 1-6
Apply, Feria International del Calzado y Industrias a Fines, Elda, Alicante.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 7-12
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

HELSINKI: FINNISH INTERNATIONAL SHOE EXHIBITION – March 15-16
Apply, Mr. Karjarinta, Suomen Kenkakauppiaiden Liitto Ry., Fredrikinkatu 67e, Helsinki 10.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 11-13
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PIRMASENS: INTERNATIONAL FAIR FOR FOOTWEAR MANUFACTURE (IMS) – May 7-12
Apply, Messeleitung der Stadt Pirmasens, 6780 Pirmasens, Dankelsbachstrasse 19.

ALICANTE: ELDA INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 13-19
Apply, Feria International del Calzado y Industrias a Fines, Elda, Alicante.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 26-28
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfona 9, Florence.

COPENHAGEN: DANISH SHOE FAIR – October
Apply, Sylows Alle 5, Copenhagen F.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January 14-19
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL EXHIBITION OF MACHINERY AND MATERIALS FOR THE FURNITURE MANUFACTURING INDUSTRY (APPROMEUBLE) – January 15-20
Apply, Appromeuble, 22 Avenue Franklin Roosevelt, Paris 8e.

PARIS: FURNITURE EXHIBITION – January 15-19
Apply, Commissariat General, 22 Avenue Franklin D. Roosevelt, Paris 8e.

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 20-25
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

OSLO: FURNITURE EXHIBITION – January
Apply, Mobelprodustentenes Landsforening, Rosenkrantzgt, 7, Oslo 1.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

STOCKHOLM: SWEDISH FURNITURE FAIR – February
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – February 28-March 15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

LYONS: INTERNATIONAL HARDWARE FAIR – March 20-23
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

TURIN: DOMESTIC ART EXHIBITION – March 27-April 8
Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

HELSINKI: HOME AND LEISURE EXHIBITION (HABITARE) – April 17-26
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April 24-May 3
Apply, Geirt v.d., Veenstraat 94, Amsterdam.

COPENHAGEN: DANISH FURNITURE FAIR – May 12-17
Apply, Mobelfabrikantforeningen i Denmark, Hellerupvej 8, Hellerup.

AALBORG: MODERN FURNITURE TRADE FAIR – August
Apply, Foreningen Mobelbranchens Facilesudstilling, Knudsgade 5, 9000 Aalborg.

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 6-8
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

OSLO: TODAY'S HOUSEKEEPING – September 25-October 5
Apply, The Association of Grocery Retailers, Oslo 1.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

MILAN: NATIONAL DOMESTIC APPLIANCES EXHIBITION – September
Apply, ANIE Segretaria Mostre, Via L. Manara 1, Milan.

GOTHENBURG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION – September
Apply, Utstallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat, 52, 411 37 Gothenburg.

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September
Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 3-6
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1.

TOULOUSE: DOMESTIC ARTS EXHIBITION – October 3-18
Apply, Commissaire Generale, 4 Rue Jouxt-Aigues, Toulouse.

BRUSSELS: INTERNATIONAL HARDWARE FAIR – October
Apply, Commissaire Generale, International Hardware Fair, 14 Rue Dupesnoy, Brussels, 1.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – November
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris 17e.

BORDEAUX: HOME COMFORT EXHIBITION – October 31-November 11
Apply, M. le President, 12 Place de la Bourse, Bordeaux (Gironde).

GENEVA: IDEAL HOME EXHIBITION – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

LILLE: WOMEN'S AND CHILDREN'S HOME COMFORT EXHIBITION – October 31-November 11
Apply, M. Bouchery, Palais de la Foire, Lille (Nord 59).

BRUSSELS: FURNITURE EXHIBITION – November-December
Apply, Foire du Meuble, 13-15 Rue de Livourne, Brussels, 5.

Handicrafts

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – January 14-19
Apply, M. Guillot, 45 Rue des Petites Ecuries, Paris, 10e.

MUNICH: NTERNATIONAL LIGHT INDUSTRIES AND HANDICRAFTS FAIR – March 14-22
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MARSEILLES: DO-IT-YOURSELF EXHIBITION – March
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, 1er.

FLORENCE: INTERNATIONAL HANDICRAFTS EXHIBITION – April-May
Apply, Mostra Mercalo Nazionale dell Artigianato, Piazzo Della Liberta 1 Florence.

LYONS: DO-IT-YOURSELF EXHIBITION – May 23-June 1
Apply, M. le President, Palais des Congres, Quai A.-Lignon, Lyons.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September 5-13
Apply, Secretariate, A/S Herning-Hallen, Herning.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – September 6-11
Apply, M. Guillot, President, 45 Rue des Petites Ecuries, Paris, 10e.

TOULOUSE: DO-IT-YOURSELF EXHIBITION – November 28-December 6
Apply, M. Devos, Parc des Expositions, Toulouse.

PARIS: DO-IT-YOURSELF EXHIBITION – November
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, 1er.

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BRNO '70

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BRNO TRADE FAIRS AND EXHIBITIONS, Vystaviste 1, Brno, Czechoslovakia
or
FAIRS AND EXHIBITIONS LTD.,
14 New Burlington Street, London, W.1.

1970, *continued*

Heating and Ventilating

BRUSSELS: EUROPEAN HEATING, AIR CONDITIONING AND VENTILATION EXHIBITION (EUROCLIMA) – March 21-26
Apply, International Exhibitions Ltd., 5-6 Argyll Street, London, W1 (Tel. 01-734 5936).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – April 8-12
* Apply, CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

PARIS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – June 2-8
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, SW7 (Tel. 01-584 9128).

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Horticulture and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW – February-March
Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels, 1.

GHENT: FLOWER SHOW – June
Apply, Commission Technique Professionelle, Palais des Floralies, Parc, Ghent.

VEILING: HORTICULTURAL EXHIBITION (WÉHATÉ) – September 1-5
Apply, Internationale Technischa, Tuinbouwbeurs, Wéhaté Middelbroekweg 10, Naaldwijk.

Hospital and Medical Equipment

COPENHAGEN: INTERNATIONAL SCANDINAVIAN DENTAL FAIR (SCANDEFA) – January 3-5
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

STOCKHOLM: INTERNATONAL HOSPITAL EXHIBITION – May 12-15
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 19-24
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: DENTAL EQUIPMENT EXHIBITION – May 26-June 1
Apply, M. Charon, 22 Avenue de Villiers, Paris, 17e.

ZURICH: INTERNATIONAL CONGRESS AND EXHIBITION OF EQUIPMENT FOR THE DISABLED – June 1-6
Apply, Miss G. Stauffer, WFOT International Congress, Kraftstrasse 22, 8004, Zurich, Switzerland.

AALBORG: INTERNATIONAL HOSPITAL EXHIBITION – June 10-14
Apply, Secretariat, Fyens Forum, 5000 Odense.

FRANKFURT: INTERNATIONAL DRUGGISTS' EXHIBITION (INDROFA) – September 18-22
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

HELSINKI: PHYSICIANS DAYS EXHIBITION – November
Apply, Dr. E. Klinge, Finish Doctors Association, Helsinki.

Laundry and Allied Services

PARIS: INTERNATONAL LAUNDRY, DYEING AND DRY-CLEANING EXHIBITION – December 11-21
Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127 Rue de Picpus, Paris, 12e.

Leather, Leather Goods and Fur

PARIS: FANCY LEATHER GOODS AND TRAVEL ARTICLES FAIR – January 4-9
Apply, M. Thomas, Salon de la Maroquinerie et des Articles de Voyage, 6 Rue Beranger, Paris, 3e.

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January
Apply, Salon de la Maroquinerie, 52 Rue du Progress, Brussels, 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 21-26
Apply, Offenbacher Messe GmbH, 605 Offenbach am Main, 1 Kaisenstrasse 108-112.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 7-12
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 11-16
Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 1er.

FRANKFURT: INTERNATIONAL FUR FAIR – April 15-19
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

COPENHAGEN: EXHIBITION OF MANUFACTURED LEATHER (SCAN-LAEDER) – June
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925, Copenhagen V.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 29-September 2
Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaisenstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK – (SEMAINE DU CUIR) – September 10-15
Apply, M. de Cardaillac, Conseil National du Cuir, 2 Rue Edouard VII. Paris, 9e.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW – September
Apply, Secretariat de l'Institut National du Commerce, Lange Kruis Straat 7, Ghent.

Motor Vehicles, Motor Cycles and Cycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January 14-25
Apply, Salon de l'Automobile, 22 Rue du Luxembourg, Brussels, 4.

GENEVA: INTERNATIONAL MOTOR SHOW – LORRIES AND MECHANICAL HANDLNG – January 31-February 8
Apply, Secretariat Permanent, Case Postale 1211, 1200 Geneva.

STUTTGART: MOTOR-SPORT-HOBBY EXHIBITION – January 31-February 8
† Apply, CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February 5-15
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam.

AMSTERDAM: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February 21-March 1
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam.

MALMO: MOTOR 70 – February 28-March 8
Apply, SYDEXPO, AB, Vastanvag 7, 216 13 Malmo.

COPENHAGEN: INTERNATIONAL MOTOR SHOW – February-March
* Apply, Danish Association of Automobile Manufacturers and Importers, Amtàgade 22, Copenhagen K.

GENEVA: INTERNATIONAL MOTOR SHOW – PRIVATE CARS AND BODY-WORK – March 12-22
Apply, Secretariat Permanent, Case Postale 1211, 1200 Geneva.

STOCKHOLM: INTERNATIONAL SPORTS CAR SHOW (AND CARAVANS) – March
Apply, Mr. Picko Troberg, Grevgatan 4, 114 53 Stockholm.

COLOGNE: INTERNATIONAL BICYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 26-29
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 1-11
Apply, M. le President, 3 Avenue du President Wilson, Paris, 16e.

TURIN: INTERNATIONAL MOTOR SHOW – November
Apply, Comitato Organizzatore Salone Internazionale Dell' Automobile, Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 11-23
Apply, Mitch Murray Organization, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

GOTHENBURG: INTERNATIONAL EXHIBITION FOR OFFICE AND SHOP FITTNGS AND EQUIPMENT – April 7-12
Apply, Svenska Massan, 412 51 Gothenburg.

COPENHAGEN: INTERNATONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

ZURICH: OFFICE EQUIPMENT (BIENNIAL) EXHIBITION – September
Apply, Schweizer Burofachverband, Herrn Prasidenten-W. Furrer, Todistrasse, 48, Zurich 22.

OSLO: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (KONTOR) – September
Apply, Kontormaskinforhandlernes Landsforning, Prinsensgt. 21, Oslo.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September-October
Associazione Nazionale Commercianti in Macchine e Fortuniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 24-October 3
Apply, M. Hermieu, Salon de l'Equipement de Bureau, 6 place de Valois, Paris, 1er.

HELSINKI: EXHBITION OF BUSINESS MACHINES AND EQUIPMENT (KT 70) – October 19-24
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Packaging Machinery and Materials

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March 13-22
Apply, Graphispack, Avenida Maria Cristina, S/N Feria de Meustras, Barcelona 4.

COPENHAGEN: NTERNATIONAL PACKAGING FAIR (NORD PACK) – April 6-12
* Apply, Ufesas, Ryvangs Alle 20, 2100 Copenhagen Ø.

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (WORLDPACK – MACROPAK) – April 22-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

GOTHENBURG: INTERNATIONAL PACKAGING EXHIBITION (SKANPACK) – October 15-21
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

MUNICH: INTERNATIONAL CONTAINER EXHIBITION (CONTAINERISATION 70) – October 21-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 9-15
Apply, M. Caron, 3 Rue la Boetie, Paris, 8e.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 9-15
Apply, Salon de L'Emballage, 20 Rue Corpeaux, 92, Puteaux.

Photographic Equipment

COLOGNE: INTERNATIONAL CINE AND PHOTOGRAPHY EXHIBITION (PHOTOKINA) – October 3-11
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Victoria Street, SW1 (Tel 01-799 2134).

Pottery and Glass

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March 28-April 5
Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Printing, Stationery and Printing Machinery

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March 13-22
Apply, Graphispack, Feria de Muestras, Avenida Maria Cristina, S/N, Barcelona.

HAMBURG: INTERNATIONAL SCREEN PRINTING TRADE FAIR AND CONGRESS (FESPAR 70) – May 27-31
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

PARIS: INTERNATIONAL PAPER, PRINTING AND ALLIED TRADES EQUIPMENT EXHIBITION – May-June
Apply, Commissariat General, Salon des Techniques Papetieres et Graphiques, 40 Rue du Colisse, Paris, 8eme.

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING GEC – October
Apply, GEC Secretariat, Lungo Po Antonelli 49, Milan.

Scientific Instruments and Nuclear Equipment

STOCKHOLM: INSTRUMENT AND MEASURING TECHNIQUE EXHIBITION (IM 70) – April 13-18
Apply, Exhibition Ltd., 113-123 Upper Richmond Road, London, SW15.

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL REGULATION, AUTOMATION (MESUCORA) – May 27-June 4
Apply, Mesucora, 20 Rue Carpeaux, 92-Puteaux.

Ships and Boats

HAMBURG: INTERNATIONAL BOAT SHOW – January 23-February 1
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January 9-19
Apply, M. Dayne, SPODEX, 15 Rue de la Paix, Paris, 1er.

COPENHAGEN: INTERNATIONAL SCANDINAVIAN BOAT SHOW – January 31-February 8
* Apply, A/S SKADINAVISK Bådudstilling, Forum, Copenhagen.

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – January 31-February 9
Apply, UCINA Piazza Diaz 2, Milan.

GOTHENBURG: INTERNATIONAL BOAT EXHIBITION – February
Apply, AB Svenska Batutstallningen, Scheelegaten, Gothenburg Ø (Box 29010, Gothenburg 29).

MALMO: INTERNATIONAL BOAT SHOW – February-March
Apply, A/B Malmo Batutstallning, c/o Kungsmassan, Fack, 434 00 Kungshacka.

OSLO: NORWEGIAN BOAT EXHIBITION – March 6-15
Apply, Mr. Advokat Gerhard Weise, Stortingsgaten 12, Oslo 1.

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION (HISWA) – March 13-22
Apply, RAI Gebouw, 8 Europaplein, Amsterdam.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 14-22
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

STOCKHOLM: INTERNATIONAL BOAT SHOW – March
Apply, St. Erik's Massan, Storangsvagen 18, 115 34 Stockholm.

HELSINKI: BOAT AND CAMPING SHOW – March
Apply, Exhibition Consultants Ltd. 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ATHENS: INTERNATIONAL SHIPPING EXHIBITION (POSIDONIA) – June 1-7
Apply, Maritime Presentations Ltd., 71 Fleet Street, London, EC4 (Tel. 01-353 3792).

STOCKHOLM: AIDS TO NAVIGATION EQUIPMENT EXHIBITION – June 15-17
Apply, Mr. N. F. Mattews, Corporation of Trinity House, Lighthouse and Pilotage Services, Tower Hill, London, EC3 (Tel. Royal 6601).

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) September 26-October 4
* Apply, Internationale Bodensee – Messe GmbH, 7990 Friedrichshafen.

HAMBURG: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October 8-12
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November
Apply, Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. 01-242 6561).

Sports Goods & Camping Equipment, including Caravans

PARIS: SWIMMING POOL EXHIBITION – January 9-19
Apply, SPODEX, 15 rue de la Paix, Paris 2e.

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – January 31-February 9
Apply, E. A. Fiera, Internationale Di Genova, Piazzale J. F. Kennedy 16129 Genova.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – February 28-March 4
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: INTERNATIONAL CARAVAN EXHIBITION – February 28- March 8
Apply, M. Dufrancatel, 35 Rue des Renaudes, Paris 17e.

STOCKHOLM: SWEDISH CARAVAN EXHIBITION – February
Apply, Udstillingstjanst AB, Box 7040, 103 81 Stockholm.

CAEN: OPEN AIR EXHIBITION – March 5-9
Apply, M. le President, Parc des Expositions, Caen (Calvados 14).

MUNICH: INTERNATIONAL SPORTS EQUIPMENT FAIR (ISPO 70) – March 8-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION (HISWA) – March 13-22
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

HELSINKI: BOAT AND CAMPING SHOW – March 13-22
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

NANCY: CAMPING AND JOYS OF LIFE EXHIBITION – March 14-22
Apply, M. Deiber, Parc des Expositions, Nancy.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE – March 15-17
Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

HERNING: HOBBY AND VACATION SHOW – March 25-30
Apply, Secretariate, A/S Hernin Hallen, Herning, Denmark.

VICHY: CARAVANING, CAMPING, BOATING AND OPEN AIR EXHIBITION – March 27-April 6
Apply, M. Seror, Passage Clemenceau, Vichy (Allier 03).

ESSEN: 17TH GERMAN CAMPING EXHIBITION WITH INTERNATIONAL BOAT SHOW (CAMPING 70) – April 4-12
* Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

HERNING: 'HOLIDAY FOR EVERYBODY' – April 7-12
Apply, A/S Herning Hallen, 7400 Herning.

OSLO: HOLIDAYS AND RECREATION (FERIE FRITID) – April 16-26
Apply, Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2.

COPENHAGEN: INTERNATIONAL EXHIBITION FOR SHOOTING AND FISHING – August 7-16
Apply, Secretariat, Julius Thomsens Plads, 1925 Copenhagen V.

PARIS: INTERNATIONAL CARAVAN EXHIBITION – October 1-11
Apply, M. Dufrancatel, 35 rue des Renaudes, Paris 17e.

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 18-20
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 25-27
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, SW1 (Tel. 01-799 2134).

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October
* Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

1970, *continued*

Textiles and Textile Machinery

OSLO: EXHIBITION OF KNITTED GOODS AND TEXTILE ACCESSORIES – January
Apply, Herr N. Ekjord, Oslo Agents Association (Textiles Section), Tollbugaten 4, Oslo 1.

GHENT: TEXTILE AND CLOTHING INDUSTRIES EXHIBITION (TEXTIRAMA) – January
Apply, Textirama VZW, 65 Martelsarslaan, Ghent.

PARIS: EXHIBITION OF LACE, EMBROIDERY AND FABRICS FOR CORSETRY AND LINGERIE – February 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: KNITTING INDUSTRIES EXHIBITION – February 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL EXHIBITION OF CLOTHING AND KNITWEAR INDUSTRIES EQUIPMENT – April
Apply, M. Ollive, 20 Rue Carpeaux, Puteaux, Hauts-de-Seine, 92.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 11-14
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – May
Apply, Mitam, Galleria San Babila H/D Milan.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 17-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Toys and Games

MILAN: INTERNATIONAL TOY FAIR – January-February
Apply, Secretary, Salone Internazionale del Giocattolo, Via Morosini 20, Milan.

PARIS: INTERNATIONAL TOY FAIR – February 8-14
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel 01-589 0185).

NUREMBERG: INTERNATIONAL TOY FAIR – February 14-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING MACHINERY EXHIBITION – April 10-15
Apply, M. Regnier, Promenade Chamars, Besancon (Doubs, 25).

Other Specialized Fairs

PARIS: INTERNATIONAL AUDIO-VISUAL EXHIBITION – February 6-11
Apply, CIDAV, 7 Avenue George V, Paris 8e.

NICE: INTERNATIONAL FAIR (TOURISM) – March 5-16
Apply, M. le President, 8 Place Massena, Nice.

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March
Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, London, SW1 (Tel. 01-222 1616).

CANNES: INTERNATIONAL TELEVISION PROGRAMME MARKET – April 13-18
Apply, W. R. Watkins, The Kinster Company Ltd., 15 Jermyn Street, London, SW1 (Tel. 01-734 8558).

OSLO: BRITISH CONSUMER DURABLES DISPLAY – April 20-26
Apply, British National Export Council, 6-14 Dean Farrar Street, London, SW1.

PARIS: INTERNATIONAL TRAVEL EXHIBITION – April 25-May 10
Apply, Comite de la Foire de Paris, 23 rue Notre-Dame-des-Victoires, Paris 2e.

BERLIN: 3RD INTERNATIONAL CRYOGENICS CONFERENCE AND EXHIBITION – May 25-27
Apply, Dr. I. Klipping, Fritz-Haber Institut der Max-Planck-Gesellschaft, 1 Berlin 3, Faradayweg 4-6.

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL REGULATION, AUTOMATION (MESUCORA) – May 27-June 4
Apply, MESUCORA, 20 rue Carpeaux, 92-Puteaux.

BASLE: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1
Apply, Schweizer Mustermesse, Basle, Switzerland.

GENEVA: EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – May 28-June 7
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

COPENHAGEN: GENERAL CONSUMERS' FAIR – May 29-June 2
Apply, De Danske Husmoderforeninger, Niels Hemmingsensgade 8, 1153 Copenhagen K.

CANNES: FILM FESTIVAL – May
Apply, Secretariat, 25 Rue D'Astorg, Paris, 8e.

HANOVER: EXHIBITION OF NONDESTRUCTIVE TESTING EQUIPMENT AND ACCESSORIES – June 1-5
Apply, C. H. F. Müller GmbH, 2 Hamburg 1.

OSLO: 'TEN DAYS FOR CHILDREN' – June 4-14
Apply, Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2.

NANCY: INTERNATIONAL INDUSTRIAL SAFETY EXHIBITION – September 7-12
* Apply, Translators Worldwide (London) Ltd., 29 Ely Place, London, EC1.

STUTTGART: WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 13-15
† Apply CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

UTRECHT: TRANSPORT AND MECHANICAL HANDLING EXHIBITION – October 7-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

DÜSSELDORF: INTERNATIONAL CONGRESS WITH EXHIBITION FOR OCEANOLOGY AND EXPLOITATION OF THE SEA (INTEROZEAN) – November 10-15
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PARIS: EUROPEAN POINT OF SALE ADVERTISING EXHIBITION – November
Apply, Euro-Ply, 20 Rue Carpeaux, 92-Puteaux.

AMSTERDAM: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November
Apply, Rai Gebouw NV, 8 Europaplein, Amsterdam.

1971 General

BERLIN: INTERNATIONAL GREEN WEEK – January-February
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

LYONS: INTERNATIONAL TRADE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854-51-859-57. 888).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March
Apply, Office of Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

UTRECHT: INTERNATIONAL SPRING FAIR – March
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

HANOVER: HANOVER FAIR – April 22-30
* Apply, Schenkers Ltd., Royal London House, 13, Finsbury Square, London, EC2 (Tel. 01-628 7050).

BRUSSELS: INTERNATIONAL TRADE FAIR – April
Apply, Belgian National Railways, PO Box 4BY, 167, Regent Street, London, W1 (Tel. 01-734 1491).

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April
* Apply, International Saarmesse, 66 Saarbrücken, Messegelände.

MILAN: INTERNATIONAL SAMPLES FAIR – April
Apply, Dr. V. Schiazzano, 31, Old Burlington Street, London, W1 (Tel. 01-734 2411).

MARSEILLES: SPRING FAIR – April
Apply, British Overseas Media Bureau Representations Ltd., 16-17, Bride Lane, Fleet Street, London, EC4 (Tel. 01-583 0581).

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April-May
Apply, French Chamber of Commerce, Park House, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

GRAZ: SPRING FAIR – April-May
Apply, Dr. Kagar, Graz Messeplatz, Postfach 63, Graz.

VALENCIA: INTERNATIONAL SAMPLES FAIR – May
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA: INTERNATIONAL TRADE FAIR – May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

GOTHENBURG: SWEDISH TRADE FAIR – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR May-June
Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

PADUA: INTERNATIONAL SAMPLES FAIR – May-June
Apply, Fairs and Exhibitions Ltd., 14, New Burlington Street, London, W1 (Tel. 01-734 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15
Apply, Feria Oficiale Internacionale de Muestras, Avenida Maria Christina, Barcelona 4.

PERPIGNAN: TRADE FAIR – June
Apply, M. le President, Chambre de Commerce et d'Industrie, Perpignan (Pyrenees Orientales).

LISBON: INTERNATIONAL TRADE FAIR – June
Apply, State Information and Tourist Office of Portugal, 20, Lower Regent Street, London, SW1 (Tel. 01-930 2455).

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31, Old Burlington Street, London, W1 (Tel. 01-734 2411).

NAXXAR: MALTA TRADE FAIR – July 1-15
Apply, General Retailers Union, 87, Old Mint Street, Valetta.

BILBAO: INTERNATIONAL SAMPLES FAIR – July
Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR
Apply, Office of the Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSEN) – August 13-22
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

UTRECHT: INTERNATIONAL AUTUMN FAIR – August-September
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

BARI: FRANCO-BRITISH TRADE FAIR – September
Apply, Exhibition Consultants Ltd., 11, Manchester Square, W1 (Tel. 01-486 1951).

DIEPPE: FRANCO-BRITISH TRADE FAIR – September
Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton, 1 (Tel. Brighton 26189).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
Apply, Office of Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

STOCKHOLM: ST. ERIK'S INTERNATIONAL FAIR – September
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, S.W.15 (Tel. 01-788 1186).

HELSINKI: INTERNATIONAL TRADE FAIR – September
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GRAZ: AUTUMN FAIR – September-October
Apply, Dr. Kagar, Graz Messeplatz, Postfach 63, Graz.

FRANKFURT: INTERNATIONAL BOOK FAIR – September-October
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

Agriculture, Forestry, Fishing and Agricultural Machinery

PARIS: INTERNATIONAL AGRICULTURAL EXHIBITION – March
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION (SIMA) – March
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION – March
Apply, M. le President, 9, Rue Ozenne, Toulouse.

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – March
Apply, Commissariat Generale, Comite Intersyndical Expobois, 150, Boulevard Bineau, Neuilly-sur-Seine.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

ZARAGOZA: TECHNICAL AND AGRICULTURAL FAIR – April
Apply, Director-General de la Feria, Palacio Ferial, (Gran Via) Zaragoza.

FOGGIA: AGRICULTURAL FAIR – April-May
Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM) – May
Apply, 'VICTAM' Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Netherlands.

REGGIO: EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June
Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
Apply, Italian Chamber of Commerce, 31, Old Burlington Street, London, W1 (Tel. Regent 2411).

KLAGENFURT: AUSTRIAN TIMBER FAIR –August
Apply, CES (Overseas) Ltd., 225c, Balham High Road, London, SW17 (Tel. 673 8433).

REID/INNKREIS: INTERNATIONAL AGRICULTURAL EXHIBITION – August-September
Apply, Osterreichische Landwirtsschaftsmesse, Reid IM Innkreis.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October
Apply, Swiss Embassy, 18, Montague Place, Bryanston Square, London, W1 (Tel. 01-723 0701).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May-June
Apply, M. Maillet, 4-6, Rue Galilee, Paris 16e.

Books and Periodicals

BRUSSELS: INTERNATIONAL BOOK FAIR – March
Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels, 5.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

Building, Public Works and Construction Equipment

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) – February 6-14
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March
† Apply, The Building Exhibition, 11, Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March
Apply, The Building Exhibition, 11, Manchester Square, London, W1 (Tel. 01-486 1951).

UTRECHT: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

COPENHAGEN: BUILDING FOR BILLIONS – April
Apply, Byggecentrum, Gyldenlovesgade 19, DK 1600 Copenhagen V.

PARIS: INTERNATIONAL SURFACE TREATMENT AND INDUSTRIAL FINISHING EXHIBITION – May
Apply, M. Ollive, 20, Rue Carpeaux, Puteaux, Hauts-de-Seine 92.

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO-AQUA) – May-June
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

OSLO: BUILDING MACHINES AND MATERIALS EXHIBITION (BYGG REIS DEG) – September-October. (For Agents only)
Apply, Bygg Reisdeg, Nordisk Byggevare Messe, Landsforebund, Grensen 10, Oslo.

MUNICH: INTERNATIONAL SEWAGE AND WATER TREATMENT ENGINEERING EXHIBITION (IFAT) – October 21-28
† Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

BOLOGNA: INTERNATIONAL BUILDING EXHIBITION – October
Apply, The Building Exhibition, 11, Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November
Apply, M. le Prince, 1, Avenue Niel, Paris 17e.

Chemicals and Allied Industries including Plastics

PARIS: INTERNATIONAL CHEMICAL EXHIBITION – April-May
Apply, French Chamber of Commerce, Park House, 24, Rutland Gate, SW7 (Tel. 01-589 0185).

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

Clothing

PARIS: EUROPEAN MENSWEAR EXHIBITION – February
Apply, Promas, 8, Rue de Richelieu, Paris, 1er.

PARIS: CORSETRY AND LINGERIE EXHIBITION – February
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

COPENHAGEN: FASHION FAIR – March
Apply, Udstillinghallen Forum A/S, Jul. Thomens Plads, 1925 Copenhagen V.

MUNICH: FASHION WEEK – March
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

1971, *continued*

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – April
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

BERLIN: FASHION WEEK (*including* 'INTERCHIC') – April
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA: LADIES FASHION SHOW – April
Apply, Fachverband der Bekleidungsindustrie Osterreiche, Schwarzenbergplatz 4, 1030 Vienna 3.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 636 9325).

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – June 6-8
Apply, Internationalen Hutfachnesse fur Grossisten 6, Frankfurt-am-Main, Kaiserstrasse 64.

COPENHAGEN: FASHION FAIR – September
Apply, Udstillinghallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London. W1 (Tel. 01-636 9325).

VIENNA: LADIES FASHION SHOW – October
Apply, Fachverband der Bekleidungsindustrie Osterreiche, Schwarzenbergplatz 4, 1030 Vienna 3.

MUNICH: FASHION WEEK – October
* Apply, Mode Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK (*including* 'INTERCHIC') – October
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – November 28-30
Apply, Internationalen Hutfachnesse für Grossisten 6, Frankfurt-am-Main, Kaiserstrasse 64.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – November
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

Engineering, Electrical and Electronic, including Radio and TV

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January
Apply, Skandinavisk Belysnings Massa, Box 52, 285 00 Markaryd.

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel 01-636 9325).

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March
Apply, Commissaire Generale, 16, Rue de Presles, Paris 15e.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – March-April
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

THE HAGUE: EUROPEAN ASSOCIATION OF RADIOLOGY CONGRESS AND EXHIBITION – June 14-16
Apply, Secretariat, c/o Holland Organizing Centre, Lange Voorhout 16, The Hague.

PARIS: RADIO AND TELEVISION EXHIBITION – September
Apply, Commissaire Generale, 16, Rue de Presles, Paris 15e.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

HELSINKI: TELEVISION AND RADIO SHOW – October-November
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

Engineering, Other

ZURICH: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASMENT AND CONTROL (MICROTECNIC) – January 28-February 2
Apply, AGIFA, Postfach 257, 8033 Zurich.

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA. MO. TER) – February
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May
Apply, M. Ollive, 20, Rue Carpeaux, 92 Puteaux.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
Apply, Fiora di Padova, Tramag, Via N. Tommases, Padua.

MILAN: EXHIBITION OF HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID 71) – October
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – October
Apply, Salon International des Techniques et Pneumatiques, 20, Rue Carpeaux, 92 Puteaux.

STOCKHOLM: TECHNICAL FAIR – October
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

OSLO: AUTOMATICA – November
Apply, Norwegian Industries Development Association, Forskningsveien 1, Oslo 3.

Fancy Goods, Jewellery and Giftware

MILAN: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION (CHI-BI-CAR) – February
Apply, E. A. Fiera Milano, Campionaria Internazionale 20145, Milano, Largo Domodossola 1.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

BRUSSELS: INTERNATIONAL CHOCOLATE, CONFECTIONERY AND BISCUIT EXHIBITION – February
Apply, Salon International Biscochoc, 41, Rue F. J. Navez, Brussels, 3.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply: Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

BERLIN: INTERNATIONAL BAKERY EXHIBITION (i b a) – May 8-16
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm, 22.

FRANKFURT: INTERNATIONAL MEAT PROCESSING EQUIPMENT EXHIBITION (INTERFAM) – May 15-23
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINK FAIR – September 4-11
Apply, Industrial Trade Fairs (Ireland) Ltd., 39 Upper Fitzwilliam Street, Dublin, 2.

MUNICH: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA V) – September 29-October 2
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. REG 2411).

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

GOTHENBURG: 'CHARKUTERI 68' (MEAT TRADE EXHIBITION) – November
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

BASLE: INTERNATIONAL EXHIBITION AND CONGRESS OF HOTEL AND CATERING (IGEHO) – November
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November
Apply, E. A. Fiera, Internazionale di Genova Piazzle J. F. Kennedy 16129, Genova.

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfonda 9, Florence.

Furniture, Furnishings, Household Equipment and Hardware

FRANKFURT: TRADE FAIR FOR HOME FURNISHING TEXTILES – January 13-17
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS: INTERNATIONAL FURNITURE EXHIBITION – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

STOCKHOLM: SWEDISH FURNITURE FAIR – February
Apply, Marketing Exhibition Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

LYONS: INTERNATIONAL HARDWARE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April
Apply, Geirt v.d., Veenstraat 94, Amsterdam.

COPENHAGEN: DANISH FURNITURE FAIR – May
Apply, Mobelfabrikantforeningen i Denmark, Hellerupvej 8, Hellerup.

GOTHENBURG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION – September
Apply, Utstallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat 52, 411 37 Gothenburg.

OSLO: TODAY'S HOUSEKEEPING (DAGENS HUSHOLDING) – September-October
Apply, The Association of Grocery Retainers, Oslo, 1.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October-November
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris, 17e.

GENEVA: IDEAL HOME EXHIBITION – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel. 01-486 1951).

Handicrafts

TURIN: DOMESTIC ART EXHIBITION – March
Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

MUNICH: INTERNATIONAL LIGHT INDUSTRIES AND HANDICRAFTS FAIR – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April-May
Apply, Mostra Mercalo Nazionale dell Artiganato, Piazza della Liberta 1, Florence.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September
Apply, Secretariate, A/S Herning Hallen, Herning (7400).

PARIS: DO-IT-YOURSELF EXHIBITION – November
Apply, Salon du Bricolage, 42, Rue du Louvre, Paris, 1er.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – March 3-7
* Apply, CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 31-April 4
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

COPENHAGEN: INTERNATIONAL FAIR FOR HEATING, VENTILATION AND SANITATION – May 14-23
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

HELSINKI: HEATING, PLUMBING AND AIR CONDITIONING FAIR – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1 (Tel. 01-468 1951).

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September
Apply, The Building Exhibition, 11 Manchester Square, London. W1 (Tel. 01-486 1951).

Horticultural and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW – February-March
Apply, "The Garden" Information Centre, 14 Rue Duquesnoy, Brussels, 1.

Hospital, Medical, Surgical and Dental Equipment

GOTHENBURG: MEDICAL CARE AND HEATH EXHIBITION – March 10-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – June 1-6
* Apply, Berliner Ausstellungen, 1 Berlin 19. Messedamm 22.

HELSINKI: PHYSICIANS DAYS EXHIBITION – November
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November
Apply, Secretary, Avenue du Domaine, Brussels, 5.

Leather, Leather Goods and Fur

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January
Apply, Salon de la Maroquinerie, 52, Rue du Progres, Brussels, 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February
Apply, Offenbach Messe GmbH, 605 Offenbach am Main, 1 Kaisenstrasse 108-112.

FRANKFURT: INTERNATIONAL FUR FAIR – April
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September
Apply, M. de Cardaillac, Conseil National due Cuir, 2 Rue Edouard VII, Paris 9e.

Motor Vehicles, Motor Cycles and Cycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January
Apply, Salon de l'Automobile, 22 due du Luxembourg, Brussels 4.

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam Z1.

GENEVA: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE SHOW – March
Apply, Secretariat permanent, Case Postale 1211, 1200 Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October
Apply, M. le President, 3 Avenue du President Wilson, Paris, 16e.

TURIN: INTERNATIONAL MOTOR SHOW – November
Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January
Apply, Mitch Murray Organisation, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

COPENHAGEN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, 2100 Copenhagen Ø.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September-October
Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September-October
Apply, M. Hermieu, Salon de l'Equipment de Bureau, 6, Place de Valois, Paris 1er.

Packaging Machinery and Material including Containers

BRUSSELS: INTERNATIONAL PACKAGING EXHIBITION (PROPACK) – June 8-13
Apply, Secretariat, Palais du Centenaire, Brussels.

1971, *continued*

DUBLIN: IRISH PACKAGING EXHIBITION – September/October
Apply, Provincial Exhibitions, City Hall, Deansgate, Manchester, MP4 3H (Tel. 061 832 6363.

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October
Apply, IPACK-IMA, 62 Via Carlo Ravissa, Milan.

Pottery and Glassware

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March
Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Printing, Stationery and Printing Machinery

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October
Apply, GEC Secretariat, Lungo Po Antonelli 49, Milan.

Ships and Boats

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January
Apply, M. Dayne, SPODEX, 15 Rue de la Paix, Paris, 1er.

HAMBURG: INTERNATIONAL BOAT SHOW – January
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

GOTHENBURG: INTERNATIONAL BOAT EXHIBITION – February
Apply, AB Svenska Batutstallningen, Scheelegaten Goteborg O (Box 29010 Goteborg 29).

MALMO: INTERNATIONAL BOAT SHOW – February
Apply, AM Malmo Batutstallningen, c/o Kungsmassan, Fack, S-434 00 Kunsbacka.

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION – March
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

STOCKHOLM: INTERNATIONAL BOAT SHOW – March
Apply, St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22

HELSINKI: BOAT AND CAMPING SHOW – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May
Apply, Norges Varemess P.B. 130, Skoyen, Norway.

HELSINKI: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE) – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 2-10
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

Sports Goods and Camping Equipment, including Caravans

PARIS: SWIMMING POOL EXHIBITION – January
Apply, Commissariat General, Bateau "Salon Nautique", Port Debilly, Face au 32, Avenue du New York, Paris, 16e.

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – February
Apply, E. A. Fiera, Internazionale di Genova, Piazzale J. F. Kennedy 16129 Genoa.

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION – March
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

HERNING: HOBBY AND VACATION SHOW – March
Apply, Secretariate, A/S Herning Hallen, Herning.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

HELSINKI: BOAT AND CAMPING SHOW – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – June 27-July 1
Apply, Union des Constructeurs de Material Textile de France, 10 Avenue Hoche, Paris, 8e.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Toys and Games

MILAN: INTERNATIONAL TOY FAIR – January-February
Apply, Secretary, Salon Internazionale del Giocattolo, Via Morosini 20, Milan.

NUREMBERG: INTERNATIONAL TOY FAIR – February 6-12
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS: INTERNATIONAL TOY FAIR – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Watches and Clocks

BESANCON: INTERNATIONAL LOCK AND WATCHMAKING INDUSTRY EXHIBITION – April-May
Apply, M. Regnier, Promenade Chamers, Besancon (Doubs, 25).

Other Specialized Fairs

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March
Apply, Institute of Patentees and Inventors, 207/208 Abbey House, 2-8, Victoria Street, London, SW1 (Tel. 01-222 1616).

BERLIN: 72ND GERMAN SOAP FAIR – September
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL EXHIBITION FOR PREVENTION AND THE PROTECTION OF HUMAN BEINGS AND GOODS (EUROPROTECTION) – September-October
Apply, M. Algoud, 8 Rue de la Michodiere, Paris, 2e.

MUNICH: FIRST INTERNATIONAL EXHIBITION OF TECHNICAL SYSTEMS AND APPARATUS FOR EDUCATIONAL PURPOSES (VISODATA) – October 25-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MUNICH: INTERNATIONAL EXHIBITION OF GASTRONOMY AND TOURISM (IGAFA) – November 4-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

SECTION III

Trade Fairs and Exhibitions outside Europe

1969 General

LIMA: 6TH PACIFIC INTERNATIONAL TRADE FAIR – November 14-30
† Apply, Feria International del Pacifico, P.O. Box 4900, Lima, Peru.

HONG KONG: 27TH EXHIBITION OF HONG KONG PRODUCTS – November 28-January 5, 1970
Apply, The Secretary General, The Chinese Manufacturer's Association of Hong Kong, CMA Building, 64-65 Connaught Road Central, Hong Kong.

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

ORANGE: THE NATIONAL FIELD DAYS – November 17-20
Apply, The National Field Days Committee, P.O. Box 310, Orange, New South Wales.

Books and Periodicals

SEOUL: BOOK EXHIBITION – December 1-4
Apply, C. McGregor, Esq., Book Development Council Ltd., New Building, North Circular Road, Neasden, London, NW10 Tel. 01-459 7221).

Chemicals and Allied Industries including Plastics

BUENOS AIRES: PLASTICS EXHIBITION (ARGENPLAS '69) – October 3-19 and October 24-November 16
Apply, Senor Nestor H. Itoiz, Secretario, Camara Argentine dè la Industria Plastica, Sarmiento 2494, Buenos Aires.

Engineering, Electrical and Electronic including Radio and Television

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-10
* Apply, Rudolph J. Napolitan, General Manager, 228 N La Salle Street, Chicago 60601.

DJAKARTA: ENGINEERING EXHIBITION – December 12-27
Apply, Dr. Musa Kunto, Head of Bureau for General Affairs, Ministry of Mines, P.O. Box 2233/DKT, Djakarta.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

NEW YORK: NATIONAL HOTEL EXPOSITION – November 10-13
Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, NY 10019.

Furniture, Furnishings, Household Equipment and Hardware

TORONTO: NATIONAL INTERIOR DESIGN SHOW – November 3-5
Apply, R. M. Gowdy, Esq., National Interior Design Show, 450 Alliance Avenue, Toronto 9, Ontario.

Leather, Leather Goods and Fur

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 11-12
Apply, H. Miller, Esq., 411 Fifth Avenue, New York, NY 10016.

Motor Vehicles, Motor Cycles and Cycles

JOHANNESBURG: 3RD SOUTH AFRICAN RACING CAR SHOW (POWER '69) – November 10-19
Apply, I. R. Smith, Esq., British Racing & Sports Car Club Ltd., 347 Goswell Road, London, EC1 (Tel. 01-837 4725).

DETROIT: AUTOMOBILE SHOW – November 15-23
Apply, B. Tope, Esq., 6252 Lincoln Avenue, Detroit, Michigan 48202.

JOHANNESBURG: THE MOTOR TRADE SHOW (MILNER PARK) – November 17-22
Apply, South African Exhibition Organisers (PTY) Ltd., C.P.O. Box 2900, Johannesburg.

Scientific Instruments and Nuclear Equipment

SAN FRANCISCO: INTERNATIONAL ATOMIC ENERGY CONFERENCE AND EXHIBITION – December 1-3
Apply, Jerome H. Browne, President National Exposition Co., 14 W 40th Street, NYC 10018.

Other Specialized Fairs

CHICAGO: VISUAL COMMUNICATIONS CONGRESS – November 5-8
Apply, J. E. Sedon, 770 S Adams, Room 108, Birmingham, Michigan.

ATLANTIC CITY: NEW JERSEY EDUCATION ASSOCIATION CONVENTION – November 13-15
Apply, New Jersey Education Association, 180 West Street, Toronto, NJ 08608.

NEW YORK: POINT OF PURCHASE ADVERTISING INSTITUTE'S ANNUAL SYMPOSIUM AND EXHIBITION – November 18-20
Apply, Mrs. D. A. May, 521 Fifth Avenue, New York, NY 10017.

TORONTO: CANADIAN EDUCATION SHOWPLACE – December 4-6
Apply, P. Logan, Esq., Industrial & Trade Shows of Canada, 481 University Avenue, Toronto, Ontario.

1970 General

MONTEVIDEO: 2ND WORLD INDUSTRY FAIR – February 10-March 31
Apply, 'Feriur 70' Of Hotel Victoria Plaza, Plaza Independence a 759, P.O. Box 5023 Suc 1c, Montevideo.

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar, Tripoli, P.O. Box 891, Tripoii.

OSAKA: JAPAN WORLD EXPOSITION – March 15-September 13
Apply, Japan Association for the 1970 World Exposition, Mido Building 27 Honmachi 4-Chome, Higashi-Ku, Osaka.

SYDNEY: ROYAL EASTER SHOW – March 20-31
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Sydney, NSW 2000.

JOHANNESBURG: RAND EASTER SHOW – March 23-April 6
Apply, The Secretary, Witwatersrand, Agricultural Society, P.O. Box 4344, Johannesburg.

OSAKA: OSAKA INTER-ENGINEERING '70 – April 16-29
Apply, Osaka International Trade Fair Commission, Honmachibashi, Higashi-Ku, Osaka.

TEL AVIV: INTERNATIONAL TRADE FAIR – May 25-June 9
Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, WC2 (Tel. 01-402 9696).

BOGOTA: INTERNATIONAL TRADE FAIR – July 10-26
Apply, Corporacion de Ferias y Exposiciones SA, Carrera 40. No. 22-C-67 Apartados Aereo 68-43 Bogota DE, Colombia.

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard, Baghdad, Damascus.

SANJUAN (PUERTO RICO): INTERNATIONAL TRADE FAIR – November
Apply, G. Lettersten, Esq., Feria Internacional del Pacifico, Apartado 4900, Lima, Peru.

BUENOS AIRES: BRITISH INDUSTRIAL FAIR ('BA '70') – November 5-15
Apply, Industrial & Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

SAN SALVADOR: FOURTH INTERNATIONAL FAIR OF EL SALVADOR – November 7-23
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble Via a Santa Tecla, San Salvador. El Salvador. CA.

1970 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT SHOW – January 28-31
Apply, Ontario Retail Farm Equipment Dealers Association, 145 Sheppard Avenue East, Willowdale, Ontario.

VICTORIA (AUSTRALIA) – THE LOCAL GOVERNMENT ENGINEERS ASSOCIATION FIELD DAYS – February 10-12
Apply, The Local Government Engineers Association of Victoria Field Day Committee, 1397 Centre Road, Clayton, Victoria 3168.

LIMA: INTERNATIONAL TRADE FAIR FOR THE FISHING AND FOOD INDUSTRIES (TECNOPAN '70) – April 6-12
Apply, Feria Internacional del Pacifico, P.O. Box 4900, Lima, Peru.

1970, *continued*

SANTA CRUZ (BOLIVIA): AGRICULTURAL, ANIMAL, INDUSTRIAL AND COMMERCIAL EXHIBITION – September
Apply, Feria Expoicion, Agricola, Ganadera, Industrial y Commercial Edificio Camara de Comercio, Santa Cruz, Bolivia.

SANTIAGO (CHILE): INTERNATIONAL INDUSTRIAL AND AGRICULTURAL EXHIBITION (FERIA INTERNATIONAL DE SANTIAGO-FISA) – October 10-November 1
Apply, Feria Internacional de Santiago – Fisa, Sociedad Nacional de Agricultura, Tenderini 187, Piso 3 Santiago, Chile.

SYDNEY: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – October 12-16
Apply, Industrial & Trade Fairs Pty Ltd., 3rd Floor, ADC House, 77 Pacific Highway, P.O. Box 428, North Sydney.

ORANGE: THE NATIONAL FIELD DAYS – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, NSW 2800.

Building, Public Works and Construction Equipment

HOUSTON: NATIONAL ASSOCIATION OF HOME BUILDERS – January 18-22
Apply, National Association of Home Builders, 1625 L Street, NW Washington, DC 20036.

HOUSTON: CONCRETE INDUSTRIES EXPOSITION – January 26-29
Apply United Kingdom Agents, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

SYDNEY: INTERNATIONAL BUILDING EXHIBITION – June 17-25
Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, WIM 5AB (Tel. 01-486 1951).

JOHANNESBURG: SOUTH AFRICAN BUILDING EXHIBITION – August 5-12
Apply, The Building Exhibition Overseas Division, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

TORONTO: CONSTRUCTION PUBLIC WORKS AND MUNICIPAL EQUIPMENT SHOW – December 7-10
Apply, Lloyd Haines Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

Clothing

CHICAGO: MENSWEAR RETAILERS OF AMERICA CONVENTION AND EXHIBITION – February 8-11
Apply, L. Rothschild, Esq., 1257 Munsey Building, Washington, DC 20004.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 5-8
Apply, Seymour Schimel, Executive Director, 475 Fifth Avenue, New York, NY 10017.

Chemicals and Allied Industries including Plastics

TOKYO: INTERNATIONAL FAIR OF PLASTICS (JAPANPLAS) – May 1-10
Apply, Japan Society of Plastics Technology, 8 Ginza Higashi, 2 Chome, Chuo-Ku, Tokyo.

JOHANNESBURG: PLASTICS '70 – November 16-21
Apply, South African Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

NEW YORK: EXPOSITION OF CHEMICAL INDUSTRIES – December 1-5
Apply, A. K. Stevens, Esq., International Exposition Co., 200 Park Avenue, Pan Am Building, New York, NY 10017.

Engineering, Electrical and Electronic including Radio and Television

ANAHEIM: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE (NEP-CON WEST) – February 10-12
Jerome H. Brown, President, National Exp. Co., 14 W 40th Street, New York, NY 10017.

MELBOURNE: INTERNATIONAL CONTROL ELECTRONICS, TELECOMMUNICATIONS INSTRUMENTS AND AUTOMATION EXHIBITION (CETIA) – February 23-27
Apply, R. J. Glover, Esq., Executive Director, CETIA Exhibition Administration, Box 3629, G.P.O. Sydney, NSW, Australia 2001.

TOKYO: THE 10TH TOKYO INTERNATIONAL INDUSTRIAL AND ENGINEERING MATERIALS EXHIBITION – March 7-12
Apply, Industrial Daily News Ltd. (Nikkan Kogyo Shimbun) 8, 1-Chome, Kudan-kita, Chiyoda-ku, Tokyo (Tel. 263-2311).

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 9-13
Apply, W. J. Chity Esq., Metals Park, Ohio 44073.

NEW YORK: INSTITUTE OF ELECTRICAL AND ELECRONICS ENGINEERING EXHIBITION – March 23-26
Apply, W. Clapp, Esq., Advertising Department, 72 W. 45th Street, New York N.Y. 10036.

CHICAGO: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 27-30
Apply, Clapp & Poliak, Esq., 245 Park Avenue, NY 10017.

CHRISTCHURCH: 1ST MACHINE TOOL SHOW – April 8-18
Apply, R. T. Alston, Esq., 263 Cambridge Terrace, PO Box 381, Christchurch 1, New Zealand.

TOKYO: JAPAN ELECTRONICS SHOW – April 10-20
Apply, Electronic Industries Association of Japan, Tosho Building, 3-14, Marunouchi, Chiyoda-ku, Tokyo, Japan.

DETROIT: AMERICAN SOCIETY OF TOOL AND MANUFACTURING CONFERENCE AND TOOL SHOW – April 13-17
Apply, L. Abrams, Esq., 20501 Ford Road, Dearborn, Michigan 48128.

OSAKA: INTER ENGINEERING '70 – April 16-29
Apply, Osaka International Trade Fair Commission Honmachibashi, Higashi-ku, Osaka, Japan.

MONTREAL: CANADIAN PLANT ENGINEERING SHOW – May 28-30
Apply, P. Logan Esq., Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

SYDNEY: INTERNATIONAL ENGINEERING EXHIBITION – August 17-22
Apply, Thomson Exhibition Promotions Pty. Ltd., Thomson House, 47 Chippen Street, Chippendale, NSW 2008.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION (ELECTRA '70) – September 14-18
Apply, South African Exhibition Organisers (Pty) Ltd., CPO Box 2900, Johannesburg.

PHILADELPHIA: INSTRUMENT SOCIETY OF AMERICAN AUTOMATION (ISA) CONFERENCE AND EXHIBITION – October 26-29
Apply, E. H. Kushnick, Esq., Penn Sheraton, 530 William Penn Place, Pittsburgh Pa. 15219.

OSAKA: JAPAN INTERNATIONAL MACHINE TOOL FAIR – October 28-November 8
Apply, The Secretariat, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka.

LIMA: INTERNATIONAL TRADE FAIR FOR THE ELECTRONIC INDUSTRY (TECNOTRON '70) – November
Apply, Feria Internacional del Pacifico PO Box 4900, Lima, Peru.

CHICAGO: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 16-19
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayette, Detroit, Michigan.

Engineering, Other

CLEVELAND: FOUNDRY CONGRESS AND CASTING EXHIBITION – April 6-10
Apply, M. C. Dwyer, Esq., 400, N. Michigan, Chicago 60601.

CLEVELAND: MINING CONGRESS AND COAL SHOW – May 11-14
Apply, J. A. Overton, Esq., 1100 Ring Building, Washington DC 20036.

JOHANNESBURG: SOUTH AFRICAN WELDING AND FOUNDRY EXHIBITION – July 6-11
Apply, International Exhibitions Ltd., 9 Argyll Street, London, WIV 2HA (Tel. 01-437 6856).

Fancy Goods, Jewellery and Giftware

SAN FRANCISCO: GIFT SHOW – February 1-4
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Fransisco 3, California.

TORONTO: GIFT SHOW – February 16-19
Apply, Angus Baxter VP, 443 Mount Pleasant Road, Toronto, Ont.

DALLAS: DALLAS TRADE MART GIFT SHOW – February 22-26
Apply, Jim W. Wray, Jr., Manager, 3000 Trade Mart, Dallas.

NEW YORK: GIFT SHOW – February 22-27
Apply, George F. Little, Little Bros. Shows Inc., 220 Fifth Avenue, New York.

SYDNEY: INTERNATIONAL GIFT TRADE FAIR – February 23-27
Apply, World Trade Promotions Pty. Ltd., 29 Berry Street, North Sydney, NSW 2060.

NEW YORK: VARIETY MERCHANDISE FAIR – March 1-4
Apply, J. Thalheim, Tarshis Association, 161, Great Neck Road, Great Neck, New York.

NEW YORK: NATIONAL JEWELLERY TRADE SHOW – July 26-29
Apply Perry R. Ellsworth, 1025 Vermont Avenue, NW Washington, DC 20005.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

JOHANNESBURG: HOTEL AND CATERING EXHIBITION – January 21-24 and August 17-22
Apply, South African Exhibition, Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

ATLANTA: SOUTHERN EXPOSITION FOR HOTELS, MOTELS AND RESTAURANTS – April 7-9
Apply, S. Styron, Esq., Southern Exposition Office, 1410 Rhodes-Raverty Building, Atlanta, Georgia 30303.

CHICAGO: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28
Apply, J. Flaherty, Esq., 1530 North Lakeshore Drive, Chicago 60610.

SYDNEY: CATERING TRADE FAIR – June 1-5
Apply, Industrial & Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific High way, PO Box 428, North Sydney.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 9-12
Apply, Charles Snitow, 331 Madison Avenue, New York, NY 10017.

JOHANNESBURG: HOTEL AND CATERING EXHIBITION – August 17-22
Apply, South African Exhibition Organisers Pty.) Ltd., PO Box 2900, Johannesburg.

Footwear

NEW YORK: NATIONAL SHOE FAIR – March 8-11
Apply, E. A. Launzel, Esq., Park Sheraton Hotel, 56th Street and 7th Avenue, New York City.

MONTREAL: CANADIAN SHOW AND LEATHER FAIR – September 27-29
Apply, J. G. Mahew, Esq. 1010 St. Catherine Street W. Montreal.

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October 4-7
Apply Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

Furniture, Furnishings, Household Equipment and Hardware

TORONTO: CANADIAN FURNITURE MART – January 5-10
Apply, R. J. Madden, Esq., Box 1010, Station B, Toronto 2B, Ontario.

TORONTO: NATIONAL FLOOR COVERINGS SHOW – January 11-17
Apply, R. J. Madden, Esq., Box 1010, Station B, Toronto 2B, Ontario.

TORONTO: CANADIAN HARDWARE SHOW – February 2-5
Apply, V. G. Taylor, Manager, 890 Merton Street, Toronto 7, Ontario.

Handicrafts

NEW YORK: NATIONAL MATERIALS CONVENTION AND SHOW – May 14-17
Apply, B. Cholet, Esq., 182A, Boulevard Hasbrouk Heights, New Jersey, USA.

NEW YORK: NATIONAL ARTS AND ANTIQUES FESTIVAL – May 16-24
Apply, K. S. Brooks, Esq., Mack-Brooks Ltd., 96 Hatton Garden, London EC1 (Tel. 01-405 5171).

Horticulture and Horticultural Equipment

KINGSTON: JAMAICA HORTICULTURAL SOCIETY FLOWER SHOW – April 25-26
Apply, P. W. C. Burke, Esq., President, The Jamaica Horticultural Society, PO Box 23, Kingston 5.

Hospital, Medical, Surgical and Dental Equipment

MEXICO CITY: INTERNATIONAL CONGRESS OF OPHTHALMOLOGY – March 8-14
Apply, XXI Congreso Internacional de Ophthalmologia, Dr. Mario Salcedo Guerrero, Apdo Postal 35-523 Mexico 10, DF Mexico.

SEATTLE: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 3-7
Apply, Dr. R. Snyder, UCLA, 405 Hilgard Avenue, Los Angeles, California 90024.

NEW YORK: 6TH WORLD CONGRESS OF GYNAECOLOGY AND OBSTETRICS – April 12-18
Apply, Donald F. Richardson, 79 West Monroe Street, Chicago, Illinois 60603.

ATLANTIC CITY: FEDERATION OF AMERICAN BIOLOGY – April 13-17
Apply, S. K. Herlitz, 850 Third Avenue, New York 10022.

JOHANNESBURG: INTERNATIONAL MEDICAL EXHIBITION AND SEMINAR – June 22-25
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square, London, WIM 5AB.

LAS VEGAS: AMERICAN VETERINARY MEDICAL ANNUAL MEETING – June 22-25
Apply, American Veterinary Medical Association, 600 South Michigan Avenue, Chicago, Illinois.

SYDNEY: INTERNATIONAL HOSPITAL EQUIPMENT EXHIBITION (HOSPEX '70) – September 28-October 2
Apply Industrial & Trade Fairs, Pty., Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

Laundry and Allied Services

CHICAGO: NATIONAL INSTITUTE OF DRY CLEANING EXHIBITION – March 11-15
Apply, Mrs. E. Herath, American Institute of Laundering, Joliet, Illinois 60434.

Leather, Leather Goods and Fur

NEW YORK: 2ND INTERNATIONAL LEATHER GOODS SHOW – May 12-14
Apply, International Trade Shows, 545 Fifth Avenue, New York, NY 10017.

Motor Vehicles, Motor Cycles and Cycles

DETROIT: AUTOMOTIVE ENGINEERING CONGRESS AND EXPOSITION – January 12-16
Apply, W. I. Marble, Esq., 2 Pennsylvania Plaza, New York, NY 10001.

ANAHEIM: MOTOR CYCLE AND ACCESSORY SHOW – January 25-27
Apply, Mr. H. Lester, 747 East Green Street, Pasadena, Cal. 91101.

NEW YORK: AUTOMOTIVE ACCESSORIES OF AMERICA INTERNATIONAL EXPOSITION – February 8-12
Apply, E. S. Erlichman, 555 E City Line Avenue, Bala-Cynwyd, Pa. 19004.

CHICAGO: INTERNATIONAL AUTOMOTIVE SERVICE INDUSTRIES SHOW – February 25-27
Apply, H. Ericson Junior, Show Manager, 28E Jackson Boulevard, Chicago, Illinois, 60604.

NEW YORK: 11TH INTERNATIONAL CYCLE SHOW – March 1-4
Apply, International Trade Shows, 545 Fifth Avenue, New York NY 10017.

ADELAIDE: RACING CAR SHOW – May 9-13
Apply, J. Abbott, Esq., Abbott Exhibitions of Lakeland Park, Lilydale, Victoria 3140, Australia.

SYDNEY: THE MOTOR SHOW – September 4-12
Apply, The Chamber of Automotive Industries of NSW Trade Association, 33-39 Riley Street, Potts Point, NSW 2011.

JOHANNESBURG: COMMERCIAL TRANSPORT SHOW – October 12-17
Apply, South African Exhibition Organisers (Pty.) Ltd., PO Box 2900, Johannesburg.

Music and Musical Instruments

MIAMI: MUSIC SHOW AND CONVENTION – June 28-July 2
Apply, F. L. Lee, Esq., 222 W. Adams Street, Chicago 60606.

Office Machinery and Equipment

TOKYO: BUSINESS SHOW – May 20-26
Apply, Nippon Office Management Association, 1 Ginza, 2-Chome, Chuo-Ku, Tokyo.

NEW YORK: BUSINESS EQUIPMENT EXPOSITION AND CONGRESS – October 26-30
Apply, Business Equipment Manufacturers Association, 235 East 42nd Street, New York, NY 10017.

Packaging Machinery and Materials including Containers

CHICAGO: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – April 13-17
Apply, K. S. Brooks, Esq., Mack-Brooks Ltd., 96 Hatton Garden, London EC1 (Tel. 01-405 5171).

NEW YORK: NATIONAL PACKAGING EXPOSITION – April 20-23
Apply, K. E. Knowles, Esq., Clapp & Poliak, 245 Park Avenue, New York 10017.

SYDNEY: PACKAGING AND PRINTING EXHIBITION (PACKPRINT) – May 11-15
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1. (Tel. 01-242 9011).

JOHANNESBURG: PACKAGING AND PRINTING EXHIBITION – July 20-25
Apply, South African Exhibition Organisers (Pty.) Ltd., PO Box 2900, Johannesburg.

SAN FRANCISCO: WESTERN PACKAGING EXHIBITION – July 21-23
Apply, Exposition Management, Clapp & Poliak, Inc., 245 Park Avenue, New York, NY 10017.

TORONTO: CANADIAN NATIONAL CONTAINERIZATION SHOW – September 17-19
Apply, Intex Trade and Consumer Shows Ltd., Suite 9, Chandos House, Buckingham Gate, London, SW1 (Tel. 01-799 3827).

TOKYO: PACKAGING SHOW – September 22-28
Apply, Tokyo Packaging Technique Association, Houshu Building, Ginza Higashi, Chuo-Ku, Tokyo.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 3-5
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Photographic Equipment

SAN FRANCISCO: NATIONAL MICROFILM ASSOCIATION CONVENTION AND EXHIBITION – April 26-May 1
Apply, The National Microfilm Association, PO Box 386, 250 Prince George Street, Annapolis, MD 21404.

Printing, Stationery and Printing Machinery

SYDNEY: PACKAGING AND PRINTING INDUSTRIES EXHIBITION (PACK-PRINT) – May 11-15
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

OSAKA: INTERNATIONAL PRINTING MACHINERY AND EQUIPMENT EXHIBITION – May 21-27. At Minato Fair Ground
Apply, Mr. Maeda, The Japan Printing Industry Association, 19 Nakano-cho, 2-chome, Miyakojima-ku, Osaka.

CHICAGO: SCREEN PRINT ASSOCIATION SHOW (SCREEN PRINT '70) – October 28-31
Apply, Carl D. Soresi, 1145 19th Street NW Washington, DC 20036.

Ships and Boats

NEW YORK: NATIONAL BOAT SHOW – January 21-February 1
Apply, JOS E. Choate Adm VP, 420 Lexington Avenue, Room 2720, New York, 10017.

LOS ANGELES: SOUTHERN CALIFORNIA BOAT SHOW – January 23-February 1
Apply, E. P. Nichols, Esq., 5025 W. Century Boulevard, Los Angeles 90009.

SAN FRANCISCO: NATIONAL SPORTS AND BOAT SHOW – January 31-February 9
Apply, T. R. Mooney, Esq., 325 N. Pacific Avenue, San Francisco 94111.

1970. *continued*

MIAMI: INTERNATIONAL BOAT SHOW – February 20-25
Apply, J. Rogers, Esq., 1333 S. Miami Avenue, Miami Beach, Florida.

SYDNEY: 3RD INTERNATIONAL BOAT SHOW – July 24-August 1
Apply, Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, NSW 2008.

Sports Goods and Camping Equipment including Caravans

CHICAGO: NATIONAL SPORTING GOODS ASSOCIATION SHOW – February 1-5
Apply, G. Marvin Schutt, 23, E. Jackson Boulevard, Chicago, Illinois.

MINNEAPOLIS: GREATER NORTHWEST CAMPING SHOW – February 19-23
Apply, E. Rothe, Esq., 5208 W 70th Street, Minneapolis, Minnesota 55435.

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 13-22
Apply, Canadian National Sportsmen's Show, 85, King Street E, Toronto 1, Ontario.

Textiles and Textiles Machinery

JOHANNESBURG: SOUTH AFRICAN TEXTILE SHOW – August 19-22
Apply, International Exhibitions Ltd., 9, Argyll Street, London, W1V 2HA (Tel. 01-437 6856).

Toys and Games

MONTREAL: CANADIAN TOY FAIR – February 23-27
Apply, W. M. Griffith, Esq., Room 1307, 67, Yonge Street, Toronto 1, Ontario.

NEW YORK: INTERNATIONAL TOY AND TRADE FAIR – March 1-4
Apply, C. Neuburger, Esq., International Trade Shows, 545 Fifth Avenue, New York 10017.

SYDNEY: INTERNATIONAL TOY FAIR – March 15-19
Apply, The Organiser, International Toy Fair (1970), Australian-British Trade Association, 4 Bridge Street, Sydney, N.S.W.

Other Specialized Fairs

NEW YORK: VARIETY MERCHANDISE FAIR – March 1-4
Apply, Variety Merchandise Fair Inc., 161, Great Neck Road, Great Neck, NY 11021.

TORONTO: ONTARIO EDUCATIONAL ASSOCIATION CONVENTION AND EXHIBITION – March 15-19
Apply, P. M. Ritchie, Esq., Box 675, Parry Sound, Ontario.

CHICAGO: INTERNATIONAL CONVERTING EQUIPMENT (CONVERT '70) EXHIBITION – March 23-29
Apply, The Show Company, 1605 Cahuenga Boulevard, Los Angeles, California.

NEW YORK: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 3-5
Apply, H. Rosen, Esq., 121, W 45th St., New York City, NY 10036.

NEW YORK: PREMIUM SHOW – May 4-7
Apply, J. Tholheim, Esq., Tarshis Association, 161 Great Neck Road, Great Neck, NY.

CHICAGO: INTERNATIONAL SECURITY CONFERENCE –May 25-27
Apply, Miss N. Ansley, International Security Conference, 2639 La Cienega Boulevard, Los Angeles, California 90034.

TORONTO: QUALITY CONTROL AND MAINTENANCE SHOW – June 23-25
Apply, Intex Trade and Consumer Shows Ltd., Suite 9, Chandos House, Buckingham Gate, London, SW1 (Tel. 01-799 3827).

CLEVELAND: IRON AND STEEL EXPOSITION – June 24-27
Apply, W. C. Friesel, Esq., Association of Iron and Steel Engineers Ltd., 1010 Empire Building, Pittsburg 22, Pa.

WASHINGTON: NATIONAL CANDY WHOLESALERS FAIR – August 1-4
Apply, C. M. McMillan, Esq., 1343, L Street NW Washington DC 20005.

NEW YORK: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September
Apply, Mrs. J. Winter, National Association of Pet Industry, 431, Chauncey Street, Brooklyn, New York, 11233.

1971 General

ACCRA: INTERNATIONAL TRADE FAIR – February
Apply, Ghana International Trade Fair, Ministry of Trade, P.O. Box M47, Accra.

SYDNEY: ROYAL EASTER SHOW – April 2-13
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Sydney, NSW 2000.

TOKYO: INTERNATIONAL TRADE FAIR (CAPITAL AND CONSUMER GOODS) – April-May
Apply, Tokyo International Trade Fair Commission, GPO Box 1201, Tokyo.

MELBOURNE: INTERNATIONAL TRADE FAIR – May
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney, 47, Chippen Street, Chippendale, NSW 2008.

SYDNEY: INTERNATIONAL TRADE FAIR – August 13-22
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77, Pacific Highway, P.O. Box 428, North Sydney.

WELLINGTON: INTERNATIONAL TRADE FAIR – August 18-September 4
Apply, Wellington Show Association Inc., Box 6141, Wellington, NZ.

MANILA: IV CENTENNIAL EXHIBITION
Apply, Manila IV Centennial Commission, Office of the Mayor, Manila, Philippines.

1971 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

ORANGE: THE NATIONAL FIELD DAYS – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, NSW 2800.

Clothing

SYDNEY: INTERNATIONAL CLOTHING MACHINERY AND SUPPLIES EXHIBITION – November 8-12
Apply, Thomson Exhibition Promotions Pty., 47, Chippen Street, Chippendale, Sydney 2008.

Engineering, Electrical and Electronic including Radio and Television

SYDNEY: INTERNATIONAL CONTROL ELECTRONICS, TELECOMMUNICATIONS, INSTRUMENTS AND AUTOMATION EXHIBITION – February 15-19
Apply, R. J. Glover, Esq., Executive Director, CETIA Exhibition Administration, GPO Box 3629, Sydney, NSW 2001.

MELBOURNE: INTERNATIONAL INSTRUMENTS, ELECTRONICS, AUTOMATION, CONTROL EQUIPMENT AND COMMUNICATIONS SHOW – May 24-28
Apply, General Exhibitions, Fairs and Conventions (VIC) Pty. Ltd., 392, St. Kilda Road, Melbourne, Victoria.

SYDNEY: 4TH MACHINE TOOL EXHIBITION – October 14-23
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77, Pacific Highway, P.O. Box 428, North Sydney.

Engineering, Other

PHILADELPHIA: HEATING AND AIR CONDITIONING EXPOSITION – January 25-28
Apply, K. K. Stevens, Esq., International Expo Co., 200, Park Avenue, New York, NY 10017.

TORONTO: NATIONAL INDUSTRIAL PRODUCTS SHOW – May 10-14
Apply, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto, 2.

Motor Vehicles, Motor Cycles and Cycles

SYDNEY: THE MOTOR SHOW – September 3-11
Apply, The Chamber of Automotive Industries of NSW Trade Association, 33-39, Riley Street, Potts Point, NSW 2011.

Packaging Machinery and Materials including Containers

SYDNEY: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 28-July 2
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77, Pacific Highway, P.O. Box 428, North Sydney.

Ships and Boats

SYDNEY: 4TH INTERNATIONAL BOAT SHOW – July 23-31
Apply, Thomson Exhibition Promotions Pty. Ltd., 47, Chippen Street, Chippendale, Sydney 2008.

Toys and Games

SYDNEY: INTERNATIONAL TOY FAIR – March
Apply, The Organiser, International Toy Fair (1971), Australian British Trade Association, 4, Bridge Street, Sydney, NSW.

Other Specialized Fairs

ATLANTIC CITY: KNITTING ARTS EXHIBITION – May 2-7
Apply, R. T. Kenworthy Inc., 866, United Nations Plaza, New York, NY 10017.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

1969 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 8-12. At Earls Court
* Apply, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 10-12. At Olympia
* Apply, Iliffe Exhibition Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Building, Public Works and Construction Equipment

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 13-25. At Olympia
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, WIM 5AB (Tel. 01-486 1951).

Chemicals and Allied Industries including Plastics

LONDON: INTERPHEX – December 9-12. At Olympia
* Apply, BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672).

Clothing

LONDON AND PROVINCES: BRITISH FASHION WEEKS – September 29-November 28. Fashion parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

Engineering, Other

LONDON: 3RD ENGINEERING INSPECTION AND QUALITY CONTROL EXHIBITION AND CONFERENCE (INSPEX '69) – November 10-13. At Royal Horticultural Halls
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: INTERNATIONAL LUBRICATION AND TRIBOLOGY EXHIBITION – November 25-28 At R.H.S. New Hall, S.W.1
† Apply, UTF Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

Fancy Goods, Jewellery and Giftware

LONDON: 11TH WHOLESALE BUYERS GIFTS FAIR – November 30-December 4. At Mount Royal Hotel, W.1
* Apply, Trade Promotion Service Ltd., Frankland More House, 185/7 High Road, Chadwell Heath, Romford, Essex (Tel. 01-599 0175/8).

Handicrafts

MANCHESTER: 'EVENING NEWS AND CHRONICLE' DO-IT-YOURSELF EXHIBITION – November 11-22. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Motor Vehicles, Motor Cycles and Cycles

GLASGOW: SCOTTISH MOTOR SHOW – November 7-15. At Kelvin Hall
† Apply, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh EH12 5AQ (Tel. 031-225 3643).

Sports Goods and Camping Equipment including Caravans

LONDON: 1969 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 12-22. At Earls Court.
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, EC4 (Tel. 01-353 6000).

LONDON: 5TH ANNUAL CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 16-19. At Alexandra Palace, N.22
* Apply, Trades Exhibition Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION 'COLEX' – December 31-January 10. At Olympia
* Apply, Trades Exhibition Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

Other Specialized Fairs

LONDON: NATONAL EXHIBITION OF CAGE BIRDS – December 4-6. At Alexandra Palace, N.22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1970 General

BRIGHTON: BRIGHTON INTERNATIONAL TRADE FAIR – September 5-12. At Metropole Exhibition Halls
† Apply, The Federation of Sussex Industries, 39 Montpelier Crescent, Brighton, BN1 3JS (Tel. Brighton 26189).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

1970, *continued*

BRIGHTON: MINIBITION – October 1-3. At Hotel Metropole
* Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1970 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BELFAST: 103RD ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 27-30. At Balmoral Show Ground
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast, BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – June 3-6. At Shepton Mallet
* Apply, Major and Lord Darling, Secretary, Bath and West and Southern Counties Society, 3 Pierrepout Street, Bath, BA1 1LD (Tel. Bath 3010).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW: June 16-18. At Permanent Showground
* Apply, The Secretary, Three Counties Agricultural Society, Malvern, Worcestershire (Tel. Malvern 61731).

NORWICH: ROYAL NORFOLK SHOW – July 1-2. At the Showground, New Costessey
* Apply, Royal Norfolk Agricultural Association, The Showground, Dereham Road, New Costessey, Norwich, NOR 45J (Tel. Costessey 2000).

KENILWORTH: ROYAL SHOW – July 7-10. At National Agricultural Centre
* Apply, Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwickshire (Tel. Coventry 56151).

HARROGATE: GREAT YORKSHIRE SHOW – July 14-16. At Permanent Show Site
* Apply, Secretary General, F. M. Baldwin, Esq., OBE, BSc, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York, YO3 6RA (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 21-23. At Permanent Show Site, Llanelwedd
* Apply, J. A. George, Esq., The Royal Welsh Agricultural Society Ltd., Llanelwedd Hall, Builth Wells, Breconshire (Tel. Builth Wells 3183).

LONDON: ROYAL INTERNATIONAL DAIRY SHOW – October 27-29. At Olympia
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, WIN 2BQ (Tel. 01-580 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 7-11. At Earls Court
* Apply, Exhibition Manager, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 9-11. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Aircraft and Aeronautical Equipment

FARNBOROUGH: FLYING DISPLAY AND EXHIBITION – September 7-13 (Public 11-13). At Royal Aircraft Establishment
† Apply, Society of British Aerospace Companies Ltd., 29 King Street, St. James, London, SW1 (Tel. 01-839 3231).

Building, Public Works and Construction Equipment

MANCHESTER: BUILDING TRADES EXHIBITION – October 19-24. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 16-21. At Olympia
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Chemicals and Allied Industries, including Plastics

LONDON: OCCA 22 – 22ND TECHNICAL EXHIBITION – April 27-30. At Olympia
* Apply, Mr. R. H. Hamblin, Oil & Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

Clothing

LONDON: BRITISH: GLOVE FAIR – February 16-18. At Londoner Hotel, Welbeck Street, W.1
* Apply, Glove Guild of Great Britain, 9 St. Thomas Street, London, SE1 (Tel. 01 407 0471).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – IMBEX 70 – March 2-6. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: BRITISH FASHION WEEKS – March 30-May 29. Fashion Parades at various dates throughout the period
* Apply, Mr. H. Goodier, M.B.E., Apparel and Fashion Industry's Association, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

LONDON: 22ND PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 20-23. At Royal Institute Galleries, Piccadilly
* Apply, Mr. H. Goodier, M.B.E., Teenage, Infants' and Girls' Fashion Fair Organization, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

LONDON: 36TH JUNIOR FASHION FAIR – April 20-23. At R.H.S. Old Hall, S.W.1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1N 9FJ (Tel. 01-636 1833/4).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – September 15-19. At Olympia
† Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

HARROGATE: M.A.B. CONVENTION AND EXHIBITION – September 22-24. At Exhibition Centre
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, W1R 8BL (Tel. 01-580 2918).

LONDON: 37TH JUNIOR FASHION FAIR – October 19-22. At R.H.S. Old Hall, S.W.1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1N 9FJ (Tel. 01-636 1833/4).

LONDON: 23RD PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 19-22. At Royal Institute Galleries, W.1
* Apply, Mr. H. Goodier, M.B.E., Teenage, Infants' and Girls Fashion Fair Organization, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

LONDON: BRITISH FASHION WEEKS – September 28-November 27. Fashion Parades at various dates throughout the period
* Apply, M. H. Goodier, M.B.E., Apparel & Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

Display and Shop Equipment

LONDON: SHOPSHOW INTERNATIONAL – INTERNATIONAL SHOP EQUIPMENT AND SELF SERVICE EXHIBITION – March 16-19. At Earls Court.
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – April 12-15. At Grosvenor House, Park Lane
* Apply, National Display Equipment Association, Lennig House, Masons Avenue, Croydon, CR9 3LL (Tel. 01-686 1047).

Engineering, Electrical and Electronic including Radio and Television

LONDON: DOMESTIC AND DECORATIVE LIGHTSHOW – January 18-23. At Olympia.
† Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

LONDON: INTERNATIONAL PUBLIC ADDRESS EXHIBITION – March 17-19. At Kings Head Hotel, Harrow
* Apply, Association of Public Address Engineers, 394 Northolt Road, South Harrow, Middlesex (Tel. 01-422 4825).

LONDON: ELECTRICAL ENGINEERS EXHIBITION – April 8-15. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibitions Ltd., 6 Museum House, 25 Museum Street, London, WC1 (Tel. 01-636 3450).

LONDON: INTERNATIONAL INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 11-16. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-734 1622).

HARROGATE: 10TH HARROGATE LIGHTING EXHIBITION – July 19-23. At Hotel Majestic
* Apply, D.L.M.D.A., Sardinia House, 52 Lincoln's Inn Fields, London, WC2 (Tel. 01-405 9292).

LONDON: WORLD CONFERENCE ON AUDIO-VISUAL AIDS AND NAVEX 70 – July 20-23. At Olympia
Apply, National Committee for Audio-Visual Aids in Education, 33 Queen Anne Street, London, WIM OAL (Tel. 01-636 5791).

LONDON: COMPUTER 70 – October 5-9. At Olympia
Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

Engineering, Other

BRIGHTON: 1ST ENGINEERING DESIGN SHOW – March 2-6. At Metropole Exhibition Halls
Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: INTERNATIONAL WIRE EXHIBITION – April 27-May 1. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405-5171).

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: THE GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 27-June 5. At Olympia
* Apply, The Gauge & Tool Makers Association, Standbrook House, 2/5 Old Bond Street, London, W1X 4L5 (Tel. 01-493 3451).

LONDON: INTERNATIONAL FINISHING AND ANTI-CORROSION EXHIBITION – June 1-5. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PIPES, VALVES AND PIPELINE ENGINEERING EXHIBITION AND CONVENTION – June 1-5. At Earls Court.
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION AND CONFERENCE – September 14-18. At Olympia
† Apply, Commercial Exhibitions Ltd., 28 Essex Street, London, WC2 (Tel. 01-353 6565).

LONDON: 4TH INTERNATIONAL DIECASTING EXHIBITION – October 5-9. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

Fancy Goods, Jewellery and Giftware

BLACKPOOL: 21ST INTERNATIONAL GIFTS FAIR – February 1-5. At various venues
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford RM6 1BR (Tel. 01-599 0175).

LONDON: WHOLESALE BUYERS GIFT FAIR – November 29-December 3. At Mount Royal Hotel, W.1
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

LONDON: GIFTSHOW OLYMPIA – Postponed until further notice. At Olympia
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

LONDON: INTERNATIONAL HOTEL AND CATERING EXHIBITION (HOTELYMPIA) – January 6-15. At Olympia
† Apply, The Hotel and Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, EC4 (Tel. 01-353 1555).

LONDON: MEAT INDUSTRY EXHIBITION – March 16-19. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: 2ND INTERNATIONAL FLOUR AND FEED MILLING EXHIBITION – April 14-17. At Olympia.
† Apply, Exhibition Promotions (MH) Ltd., 65-6 Turnmill Street, London, E.C.1 (Tel. 01-253 8201/8).

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

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† Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

MANCHESTER: INTERNATIONAL GROCERS EXHIBITION AND FOOD FAIR – September 1-12. At Belle Vue, Manchester.
† Apply, George MacDonald, 392 Corn Exchange, Manchester 4 (Tel. Blackfriars 4969).

Footwear

BLACKPOOL: 12TH INTERNATIONAL SLIPPER FAIR – January 19-21. At Savoy Hotel
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/8 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON: AUTUMN SHOES EXHIBITION – March 15-18. At Hotel Russell, W.C.1
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LONDON: SPRING SHOES EXHIBITION – October 4-7. At Mount Royal Hotel, W.1
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Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 26-30. At Olympia
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2).

LONDON: INTERNATIONAL FURNITURE SHOW – February 2-6 (Trade Section) February 4-14 (Public Section). At Earls Court
* Apply, R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2 (Tel. 01-437 0678).

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR – CARPEX 70 – March 2-6. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

MANCHESTER: BRIGHTER HOMES EXHIBITION – March 3-21. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON: DAILY MAIL IDEAL HOME EXHIBITION – March 3-30. At Olympia
* Apply, Harmsworth Publications Ltd., Harmsworth House, Bouverie Street, London, EC4 (Tel. 01-353 6000).

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MANCHESTER: THE 1970 B.F.M. MANCHESTER EXHIBITION – August 17-20. At City Hall and Belle Vue
* Apply, BFM Exhibition Ltd., 17 Berners Street, London, W1P YAD (Tel. 01-580 5115).

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 8-11. At The Exhibition Centre
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LONDON: 18TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 28-September 12. At Olympia
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MANCHESTER: DO-IT-YOURSELF EXHIBITION – November 10-21. At City Hall
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LONDON: BIO-MEDICAL ENGINEERING EXHIBITION – May 12-15. At R.H.S. New Hall, S.W.1
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LONDON: INTERNATIONAL HOSPITAL EQUIPMENT, MEDICAL ENGINEERING AND SERVICES EXHIBITION – June 16-19. At Earls Court.
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BLACKPOOL: ENVIRONMENT HEALTH EXHIBITION – September 15-17. At Winter Gardens
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Leather, Leather Goods and Fur

LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – February 8-12. At Mount Royal Hotel, W.1
* Apply, The Leather Institute, 9 St. Thomas Street, London, SE1 (Tel. 01-407 1582).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 18-26. At Earls Court
† Society of Motor Manufacturers and Traders Ltd. Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 14-24. At Earls Court
* Apply, Society of Motor Manufacturers and Traders Ltd., Exhibition Department 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

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LONDON: 4TH INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 1-5 At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON: INTERNATIONAL PACKAGING EXHIBITION – June 22-26. At Olympia
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Printing, Stationery and Printing Machinery

LONDON: STATIONERY INDUSTRY EXHIBITION (STATINDEX) – February 2-6. At Olympia
* Apply, The British Stationery and Office Equipment Association, 6 Wimpole Street, London, W1M 8AS (Tel. 01-580 9256).

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Scientific Instruments and Nuclear Equipment

LONDON: THE PHYSICS EXHIBITION – March 2-5. At Alexandra Palace, N.22
* Apply, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, SW1 (Tel. 01-235 6111).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 6-17. At Earls Court
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London, WC2 (Tel. 01-405 7481/5).

BIRMINGHAM: BOAT AND LEISURE LIFE EXHIBITION – February 14-28. At Bingley Hall
* Apply, Wm. J. Rudley, Esq., Birmingham Boat Shows Ltd., Colmore Circus, Birmingham 4 (Tel. 021-236 3366).

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LONDON: BRITISH SPORTS TRADE FAIR – November 22-25. At R.H.S. Halls, S.W.1
* A. H. Spink, Esq., Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1R 1TB (Tel. 01-437 7281).

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All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

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1970, *continued*

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LONDON: AMUSEMENT TRADES EXHIBITION – January 20-22. At Alexandra Palace, N.22
* Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, WC2 (Tel. 01-930 2524).

BRIGHTON: 16TH BRITISH TOY FAIR – February 1-5. At Various Venues
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* Apply, The Philatelic Traders Society Ltd., 27 John Adam Street, London, WC2 (Tel. 01-930 6465).

LONDON: THE 11TH SPRING ANTIQUES FAIR – March 11-21. At Chelsea Old Town Hall
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LONDON: THE ANTIQUE DEALERS FAIR AND EXHIBITION – June 10-25. At Grosvenor House, Park Lane, W.1
* Apply, Mr. Peter Berners Price, Grosvenor House, Park Lane, London, W1Y 4ED (Tel. 01-499 6363).

HARROGATE: 20TH NORTHERN ANTIQUE DEALERS FAIR – September 10-17. At Royal Hall
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LONDON: THE 20TH AUTUMN ANTIQUES FAIR – September 16-26. At Chelsea Old Town Hall
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LONDON: LONDON INTERNATIONAL STAMP EXHIBITION (PHILYMPIA 1970) – September 19-26. At Olympia
Apply, The London International Stamp Exhibition, 41 Devonshire Place, London, W1A 4RL (Tel. 01-486 1044).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 3-5. At Alexandra Palace, N.22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

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LONDON: 4TH FASTENING AND MECHANIZED ASSEMBLING EXHIBITION AND CONFERENCE – January 18-22. At RHS Old and New Halls.
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LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 21-29. At Earls Court and Olympia
† Apply, F. W. Bridges and Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks—'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

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LONDON: LONDON GIFTSHOW OLYMPIA – January 12-16. At Olympia
Apply, Brintex Exhibitions Ltd., 3 Clements Inn London, WC2 (Tel. 01-242 1200).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL RACING CAR SHOW – January 6-16. At Olympia
† Apply, A. A. Goode Esq., Racing Car Show Joint Committee, Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Printing, Stationery and Printing Machinery

LONDON: INTERNATIONAL PRINTING, MACHINERY AND ALLIED TRADES EXHIBITION – IPEX – July 13-24. At Olympia and Earls Court
Apply, F. W. Bridges and Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Scientific Instruments and Nuclear Equipment

LONDON: LABEX INTERNATIONAL 1971 – March 30-April 3. At Earls Court
† Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

CAR AND COMMERCIAL VEHICLE PRODUCTION

Car production in September reduced by industrial disputes

THE MINISTRY of Technology have announced that with output in some plants significantly reduced by industrial disputes, car production fell in September on a seasonally-adjusted basis, particularly production for export. But total production seasonally-adjusted in the three months July-September was still a little higher than in the preceding three months as a result of a rise in production for the home market, although the recorded figures reflect the holiday shutdowns and show a fall between the two quarters.

Commercial vehicle production, seasonally-adjusted, fell in September for both home and export markets. In the third quarter as a whole, however, production was about the same as in the second quarter.

In terms of recorded figures, the nominal weekly average rate of car production in the four weeks ended September 27, 1969, was 19 per cent lower than in the five weeks ended September 28, 1968, when again there were significant strike losses. Commercial vehicle production was at the same average level in both periods but output may have been affected to a greater extent by strikes last year than this year. The direct comparison of the weekly average rates in the two periods is, however, misleading since there were additional holiday shutdowns this year. These are taken into account in the calculation of the seasonally-adjusted figures commented upon above.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	Passenger Cars (including taxis)					Commercial Road Vehicles			
	No. of Weeks	Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,o14	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,86 9
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44,718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,556	239,544	212,012	34,735	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,576	185,499	169,077	27,275	98,621	57,543	41,078	7,586
1968 April	4	145,328	81,243	64,085	36,332	31,610	20,210	11,400	7,903
May	4	161,818	88,868	72,950	40,455	33,768	21,493	12,275	8,442
June	5	181,986	93,930	88,056	36,397	39,087	25,051	14,036	7,817
July	4	111,067	60,040	51,027	27,767	25,235	16,287	8,948	6,309
August	4	100,780	57,227	43,553	25,195	21,343	13,235	8,108	5,336
September	5	177,739	98,131	79,608	35,548	41,891	27,197	14,694	8,378
October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,307
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,148	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,583	55,206	26,697	28.063	16,168	11,895	7,016
September	4	114,818	62,968	51,850	28,705	33,526	19,839	13,687	8,382

(Continued on next page)

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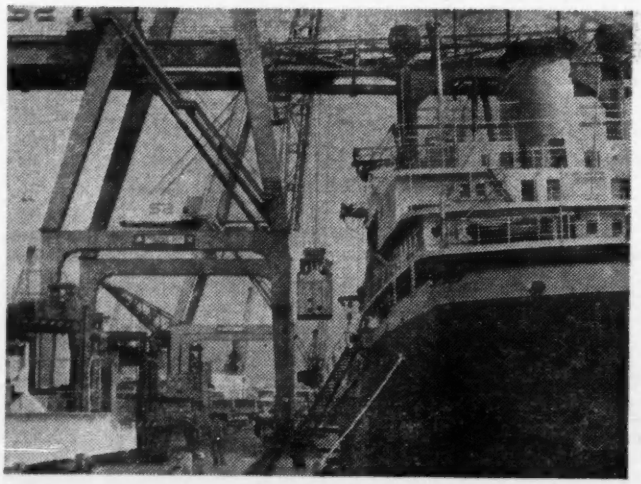
CAR AND COMMERCIAL VEHICLES, *continued*

Table 2. Production – seasonally adjusted

Monthly averages — thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	141	76	65	38·7	23·1	15·6
2nd quarter	144	73	71	39·2	22·6	16·6
3rd quarter	146	75	71	39·0	22·5	16·5
1968 April	145	81	63	33·2	21·1	12·1
May	150	81	69	33·0	20·8	12·2
June	142	73	68	31·7	20·0	11·8
July	153	83	71	32·2	20·5	11·7
August	147	82	65	33·4	20·5	12·9
September	163	90	73	34·9	22·4	12·5
October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	160	90	70	43·5	26·2	17·3
February	144	78	66	40·2	23·8	16·3
March	119	59	59	32·4	19·3	13·1
April	141	74	67	40·0	23·5	16·5
May	141	67	74	37·9	21·4	16·5
June	149	77	72	39·7	23·0	16·7
July / August / September — Average	150	76	74	40·3	23·0	17·3
	138	75	63	36·4	21·4	15·0
Average of: April-June, 1969	144	73	71	39·2	22·6	16·6
July-September	146	75	71	39·0	22·5	16·5
Percentage increase	*1*	*3*	*N/C*	*N/C*	*N/C*	*N/C*

NEW CONTAINER SERVICE

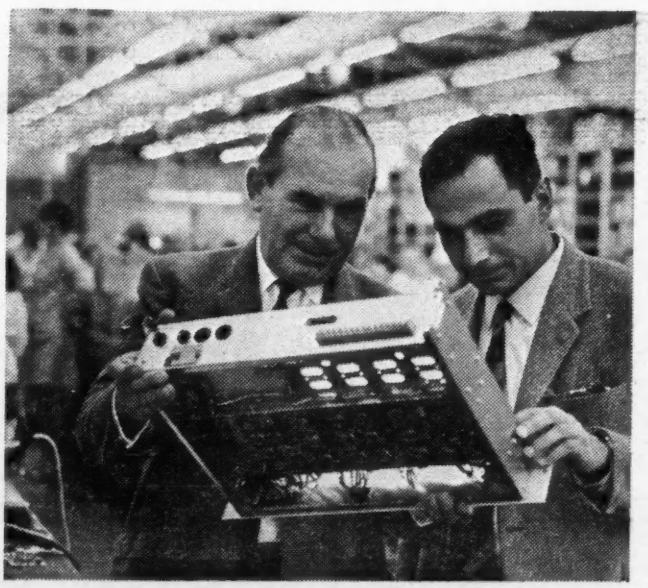


Dart Containerline, London, E.C.3, is extending its Canadian trans-atlantic service. Picture shows the Dart container vessel 'Jörg Krüger' loading at Southampton to start what is claimed to be the first full container service to operate weekly from a Southern United Kingdom port (Southampton) direct to Canada. The 'Jörg Krüger' and her sister-ship the 'Juno' have been operating a container service to Canada since July. The two ships will be joined at the end of this month by a third ship of the same class the c.v. 'Britta Krüger'.

GERMAN VISITORS TO SCOTCH WHISKY DISTILLERY

Some of a party of 45 journalists from the Federal Republic of Germany who were flown to Scotland recently as the guests of Wm. Sanderson & Son Limited, bottlers and blenders of Vat 69 Scotch whisky. They visited the Sanderson bottling and blending plant at Leith and spent a day at Vat 69's Hillside Distillery, Montrose. The visit was organized with Vat 69 by their German distributors, Epikur G.m.b.H.

CYPRUS POLICE BUY BRITISH RADIOTELEPHONES



From left to right: Mr. W. Hawes, overseas marketing manager for Pye Telecommunications Ltd., a member of the Pye of Cambridge Group, with Mr. Anthony Solomonides, the chief inspector and force signals officer for the Cyprus police. Mr. Solomonides was visiting Pye Telecommunications in order to see some of the latest telecommunications equipment available from the United Kingdom. The company is the major supplier of radiotelephone equipment to the Cyprus police.

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Air Canada makes the whole business more palletable

Exhibitions and Fairs

Largest ever British participation in Cologne SPOGA

By G. Brook, Commercial Department, British Embassy, Bonn

THE COLOGNE International Trade Fair for Sports Goods, Camping Equipment and Garden Furniture, held from October 19 to 21, attracted a record number of exhibitors and trade buyers. 783 exhibitors and 149 additionally represented firms (13 per cent more than in 1968) exhibited a full range of sports goods, camping equipment and garden furniture on a net exhibition area of almost half a million square feet (25 per cent up on 1968). Slightly more than half the total number of exhibitors were non-German firms from 25 countries.

16,400 trade buyers

The trade fair was attended by 16,400 trade buyers, including 6,100 buyers from 48 countries. These attendance figures showed an overall increase of 7 per cent and an increase of 19 per cent in foreign visitors on last year's event.

In terms of stand area and number of exhibitors, the United Kingdom also created its own SPOGA record with 68 direct exhibitors and five additionally represented firms, the second largest contingent of foreign exhibitors after France. Thirty-nine members of the Federation of British Manufacturers of Sports and Games and 17 members of the Camping Trade Association of Great Britain exhibited on joint venture stands mounted in collaboration with the Board of Trade. A further 12 United Kingdom manufacturers exhibited independently.

The fact that most British exhibitors have been participating in the Cologne SPOGA since 1962 is a good indication of the importance attached to this event by the British sports goods and camping equipment manufacturing industries. United Kingdom exports of sports equipment to Western Europe have almost doubled in the last six years, and it is confidently expected that they will top the £2 million mark this year.

'Best ever SPOGA'

The Camping Trade Association of Great Britain reported the best ever SPOGA for its members, with main buying interest from the EFTA countries, France, the United States and Germany. There was a particularly heavy demand for British camping beds, sleeping bags, small and toy tents, camping equipment and car tents. The 'old hands' among the Federation of British Manufacturers of Sports and Games were able to consolidate the position they have built up in world markets through regular participation at SPOGA, and several firms booked substantial amounts of business during the fair.

Herbert Terry and Sons Ltd., manufacturers of exercising equipment, experienced their best SPOGA ever with orders from Venezuela to the Middle East, and were particularly pleased to be able to report that their equipment has been approved and accepted by the International Sports Goods Retailers Association, Intersport of Switzerland.

S. W. Hancock Ltd., exhibiting at SPOGA for the first time, were extremely satisfied with the orders they booked from New Zealand, Denmark, Finland and France.

Darts publicity

Unicorn Products Ltd., the well-known darts manufacturers, had a top attraction on their stand in Mr. Tom Barrett, the world darts champion, who had been invited to Cologne by German television and appeared on the popular Saturday evening sports programme with a viewing audience of five million, which was televised live from the fairground and devoted solely to SPOGA. Mr. Barrett's television appearance on the Saturday evening attracted large number of buyers to the Unicorn stand on the following three days of the fair. No doubt this publicity given to the game of darts will help to bring about its acceptance in Germany as a serious sport.

Mr. Denis Howell, Minister of State in the Ministry of Housing and Local Government, with special responsibility for sport, visited all exhibitors on the British joint venture stand on October 19.

Business overall at the fair was described as 'good to very good'. Following a very satisfactory selling season, domestic retailers ordered readily. German manufacturers were, on the whole, very pleased with trade done during the fair and reported some good export orders, despite the fact that the unsettled monetary exchange situation exising at the time made it difficult to quote in foreign currencies. Following the floating of the Deutsche Mark, foreign exhibitors were able to quote more competitive prices to German buyers, but sales by non-Common Market manufacturers were again mainly to non-German buyers.

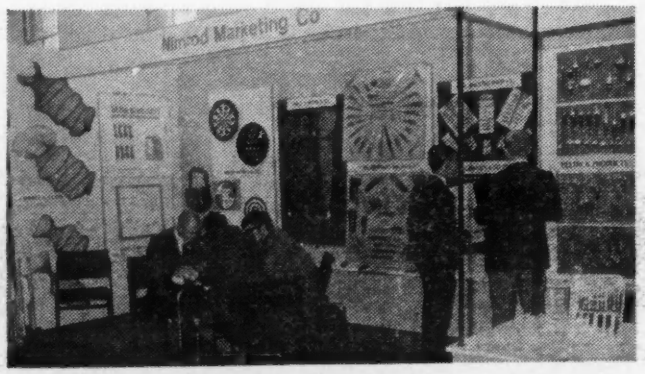
Price increases up to 8 per cent resulting from higher wages and material costs were reported by German manufacturers. The price/delivery situation in various sectors of the sports and camping goods trade is as follows:

Water sports: prices steady but increases between 1 and 5 per cent expected in the next four weeks to six months. Motors for boats: prices steady. Swimming pools and accessories: prices firm to plus 8 per cent. Water skis and accessories: prices up by between 3 and 8 per cent; deliveries: normal. Diving equipment: prices firm to plus 6 per cent; deliveries two weeks to two months. Angling equipment: prices firm but upwards movements expected; deliveries prompt up to four week. Riding, walking and mountaineering items: prices plus 5 to 8 per cent. Winter sports equipment: prices firm but increases of between 1 and 5 per cent expected from February 1970; deliveries one to eight weeks. Sports clothing: prices firm to plus 3 per cent; deliveries normal. Sports footwear: prices firm during fair but increases between 5 and 8 per cent expected next year. Tents: prices up by 6 to 8 per cent. Camping equipment: prices firm to plus 10 per cent; deliveries normal. Garden furniture: prices mainly firm with some increases between 3 and 5 per cent.

The increase in buyer attendance and exhibitor figures at this year's SPOGA illustrates the ever growing importance of Europe's leading sports goods fair.

PROGRAMME OF TRADE PROMOTIONS

For technical reasons, the Programme of Trade Promotions in this week's issue is not printed on the customary green paper.



Left: Mr. Denis Howell, Minister with special responsibility for sport, examines golf clubs displayed on the COSIRA stand at the Cologne SPOGA. With him (left to right) are: Mr. 'Sandy' Spink, secretary, Federation of British Manufacturers of Sports and Games; Mr. Lipton, COSIRA; and Mr. H. E. Melsom, United Kingdom Representative of the Cologne Fair Authority. Right: Discussions on one of the British stands at the show.

Second Asian Trade Fair confirms Iran as world trading centre

by P. T. Brazier, Overseas Press Services Division, Central Office of Information

Lord Brown (centre), Minister of State, Board of Trade, and Mr. R. H. Edmondson (right), Trade Promotions Branch, Board of Trade, pictured talking to Mr. D. H. Edson, John Thompson Group public relations officer, at the Second Asian International Trade Fair. John Thompson's 2,000 sq. ft. stand included amongst its exhibits Multipac and Wee Chieftain package boilers, a Somerset aircraft refueller and models of refuse disposal plant.

SOME 70 British firms taking part in the Second Asian International Trade Fair in Tehran reported about £750,000 worth of orders when the fair closed on October 24.

The bustling capital of Iran had lived up to its historical reputation as a world trading centre. Most of the orders confirmed by British exhibitors were placed by Iranian companies. And many other inquiries taken on the stands of the spectacular British pavilion are expected to lead to further orders later on.

For modern Iran is experiencing an industrial boom, reflected in the commodities the customers were keen to buy – machinery for construction work and agriculture, engines for irrigation pumps, machine tool equipment and haulage vehicles.

Many of the British exhibitors already had agency set-ups in Iran. Others were able to establish agents during the fair, while some, like the machine tool firms, who were doing comparatively small business with Iran before found a big market opening up to them.

Elliott Machine Tools of London, for example, sold about £30,000 worth of machinery and with the contacts they made at the fair reckon they will treble sales to Iran within the next year.

Firms with plenty to offer developing countries quickly attracted Iranian interest. Babcock and Wilcox Ltd., of London, sold three oil-fired package boilers to an Iranian textile spinning mill – a £55,500 deal – before the fair had even officially opened. Other orders like the 100 Norton Villiers engines for irrigation pumps were placed during the early stages.

Machinery for construction and allied purposes was high on the Iranian shopping list. Excavators and road haulage vehicles were much in demand. British Leyland Motor Corporation Ltd. secured the biggest single order reported for Britain – for 500 three-ton trucks in kit form for assembly in Iran and worth about £350,000.

Most relieved exhibitor was probably Peter Hobbs, export sales manager for Jones Cranes Ltd. His single exhibit, a 41-ton mobile crane with 95 ft. main boom and fly jib which towered above the British Pavilion, was sold during the fair. 'I'm glad. I didn't relish shipping it back to Britain again,' he said.

Firms already doing big business with Iran were either showing the flag and leaving orders to their agents or concentrating on spotlighting their latest products.

Imperial Chemical Industries, who have built up their trade with Iran over the past 40 years to a current annual turnover of more than £1 million, were featuring several of their newer products: Gramoxone, the herbicide which kills weeds without leaving toxic residues on or in the soil; Dispersol OS, the chemical for dispersing oil slicks; Monnox and BCF, two chemicals for fighting oil and petrol fires; and heavy gauge Visqueen polythene film for lining reservoirs and irrigation channels.

The British Steel Corporation, whose turnover in Iran in 1968 was more than £5.5 million, made a special effort to publicize several lines including coated steel sheet but also reported that from inquiries received the market for stainless steel in Iran was 'about to burst forth'.

Some of the smallest firms were also the busiest. A husband and wife team who manned the stand of Footprint Tools Ltd., of Sheffield, throughout estimated they took orders worth at least £15,000.

But this was also a trade fair with a difference. Firms taking part also took the opportunity to pass on expertise to developing industries and boost technical co-operation with developing countries:

There were a number of seminars run in conjunction with the fair including one on marketing in Asia. An official of the London Chamber of Commerce presented a Paper.

There was an international industrial 'marriage bureau' to stimulate the establishment of new industries in developing countries. Britain was well represented among the economically advanced partners registered to offer specialized machinery and technical experience.

There were visits to the British Pavilion by instructors at Iranian vocational training centres. British exhibitors took time off from their stands to demonstrate some of the latest machines and equipment from Britain.

Mr. Hugh Hammond, the United Nations Adviser to the fair, underlined the value of this aspect of the fair. He called it the 'industrial development side' and welcomed the part played by Britain. The 'marriage bureau' organized by the United Nations Industrial Development Organization initiated projects in various parts of the world involving a total of $200 million capital, he said.

Commenting on the three-week fair generally, Mr. Hammond said 40 nations had participated and the total number of visitors was nearly one and a half million. This figure included an estimated 2,000 businessmen from 46 countries including the Philippines, Zanzibar, Finland and the Argentine.

Summing up for the organizers, Mr. Hammond said the fair – the largest so far held in Asia – was a development of the first Asian International Trade Fair held in Bangkok in 1966. 'It has shown what can be done – and much must still be done – to make this series of fairs fulfil its purpose of promoting trade between the developing countries, and between the developing countries and the rest of the world.'

Mr. Robin Brook, president of the London Chamber of Commerce, receives a replica of 'The Tower of the Sun' theme sculpture of the 1970 Osaka World Exposition, from Miss Satoko Kawasaki Japan Air Lines stewardess (right), and Miss Nobuko Kimura, an international hostess from Expo '70. The presentation was made on behalf of a goodwill mission from Expo '70 – the first world fair ever to be held in Asia and expected to attract one million visitors from overseas – who were in London on a promotional visit.

Seen at the Frankfurt Book Fair (left to right) HM Ambassador in Bonn, Sir Roger Jackling, Mr. Goffin, Director of Book Exhibition Department of the British Council, and Mr. A. J. Irwin of W. H. Smith and Son Ltd. *(See report on page 1251).*

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Successful British Shopping Week in Genk

by John Doorbar, Second Secretary (Commercial), British Embassy, Brussels.

THE BRITISH SHOPPING WEEK in Genk was officially inaugurated in the town's shopping centre on October 17 by the Burgomaster in the presence of HM Ambassador, Sir John Beith, Lady Beith, Monsieur Bertrand, Belgian Minister of Communications, and Monsieur Roppe, Governor of the Province of Limburg. After the Burgomaster had declared the Week open, Lady Beith cut the traditional ribbon to the sound of a fanfare played by trumpeters of the 13th/18th Royal Hussars.

Genk civic authorities and traders were particularly proud of the fact that Genk British Week was the first British promotion in the Province of Limburg. It was originally planned that the Genk Week would be limited to the shopping centre but as the result of pressure from retailers outside the centre it was decided to extend the area to incorporate them also; thus in all some 200 shops participated. The shopping centre is a modern building housing two department stores and 50 shops, laid out in a series of inter-connected shopping arcades; parking space is available for about 500 cars.

After the inaugural speeches Sir John and Lady Beith, accompanied by the official guests, and preceded by Police Sergeants Murphy and McCarthy of the Kent County Constabulary, walked round the shopping centre and visited a number of shops. After the tour round the centre the official party drove in convoy through the main shopping areas of Genk – accompanied by a double-deck London bus which the Genk retailers had hired for the duration of the Week.

The official party also visited the 'British Car Show' – a display of 40 current models housed in a marquee outside the shopping centre; this exhibition was organized and financed by 7 regional dealers handling British cars. A reception was given for the official party by Syndiscotch (the organization comprizing the Belgian agents of Scotch whisky distillers) at the start of which a haggis was ceremonially piped in by Piper Hall, who, with Pipe Major Gillies, both of the Royal Scots Regiment, were present in Genk throughout the Week.

Special features laid on for British Week included replicas of the Crown Jewels, an exhibition of veteran British motor cars, and Whitbreads' 'Brewmaster Pub'. Syndiscotch also opened a special 'Scotch Inn' in the shopping centre during the Week. Several Belgian subsidiaries or agents mounted special demonstration stands in the arcades including those of Gestetner, Dunlop, Kenwood and Roneo, who had organized a display of their office machines and equipment in a nearby hotel.

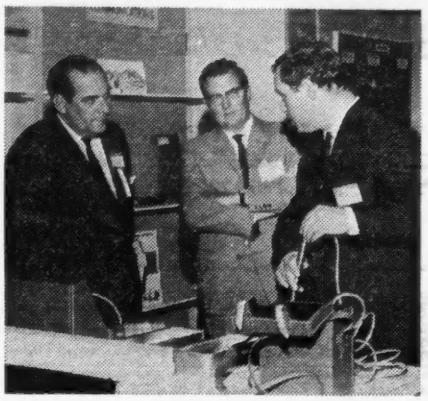
The promotion attracted record numbers of shoppers throughout the Week, and the week-end crowds were particularly large; indeed, on the first Saturday the British Car Show remained open until 10 p.m., so great was the number of visitors, and even on Sunday, October 18, the shopping centre was crowded.

The promotion received widespread publicity, mainly through the medium of a special edition of 'Het Belang van Limburg' which is the Flemish language daily newspaper most widely read throughout the Province of Limburg. The special edition, of 12 pages, comprised roughly half publicity – mainly for British goods – and half editorial matter on various things British. 100,000 copies were distributed free of charge to households throughout the Province of Limburg two days before the Week officially opened.

The highlight of the Week was the Fashion Show, of which two performances were given in the shopping centre on Saturday, October 18. The 80 garments modelled – including a few for men – had been provided by the Belgian subsidiaries or agents of United Kingdom manufacturers, and in all they made an extremely attractive collection. A high proportion of the clothes shown were currently on sale in Genk or nearby. A crowd of about 600 attended each of the fashion shows which were filmed by the Belgian Flemish Television Service for subsequent broadcasting. The producers, models and dressers were volunteers from among the members of the British and Commonwealth Women's Club in Brussels; make-up was provided by Yardley, and eye-lashes by Eyelure.

On the closing day thousands of shoppers eagerly awaited the results of the 'Buy British Tombola'. Tickets had been issued throughout the Week for every purchase of British goods exceeding B.Frs. 20. The prizes were two British motor cars purchased specially by the Genk retailers.

Preliminary reports by retailers, and reports in the Belgian Press, Radio and TV indicate that the Week has had a substantial impact. There was a significant increase in purchases at all shops in the centre and in the town. British clothes (mainly women's clothes) sold very well, as did foodstuffs. Exhibitors at the car exhibition also made a number of sales.



Mr. A. R. Parker (right), managing director of Partech (Electronics) Ltd., demonstrates one of his company's exhibits at the Toronto International Electronics Conference and Exposition to Mr. R. McC. Samples, Senior British Trade Commissioner in Ontario, and a member of his staff.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

Another load of eager passengers in the British Shopping Week bus.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Bell Line's company engineer, Mr. Peter van de Kluit (far left), explains Bell's latest developments in disposable bulk bag techniques to visitors at the recent materials handling exhibition held at Teesside Airport. Over 200 export executives – from Scotland, the Midlands, Manchester and London – were among those who visited the Bell stand. Visitors also had an opportunity to watch an additional 'on site' display of container handling when they were taken by special coaches to Bell Line's nearby Teesport Terminal to the giant gantry in operation.

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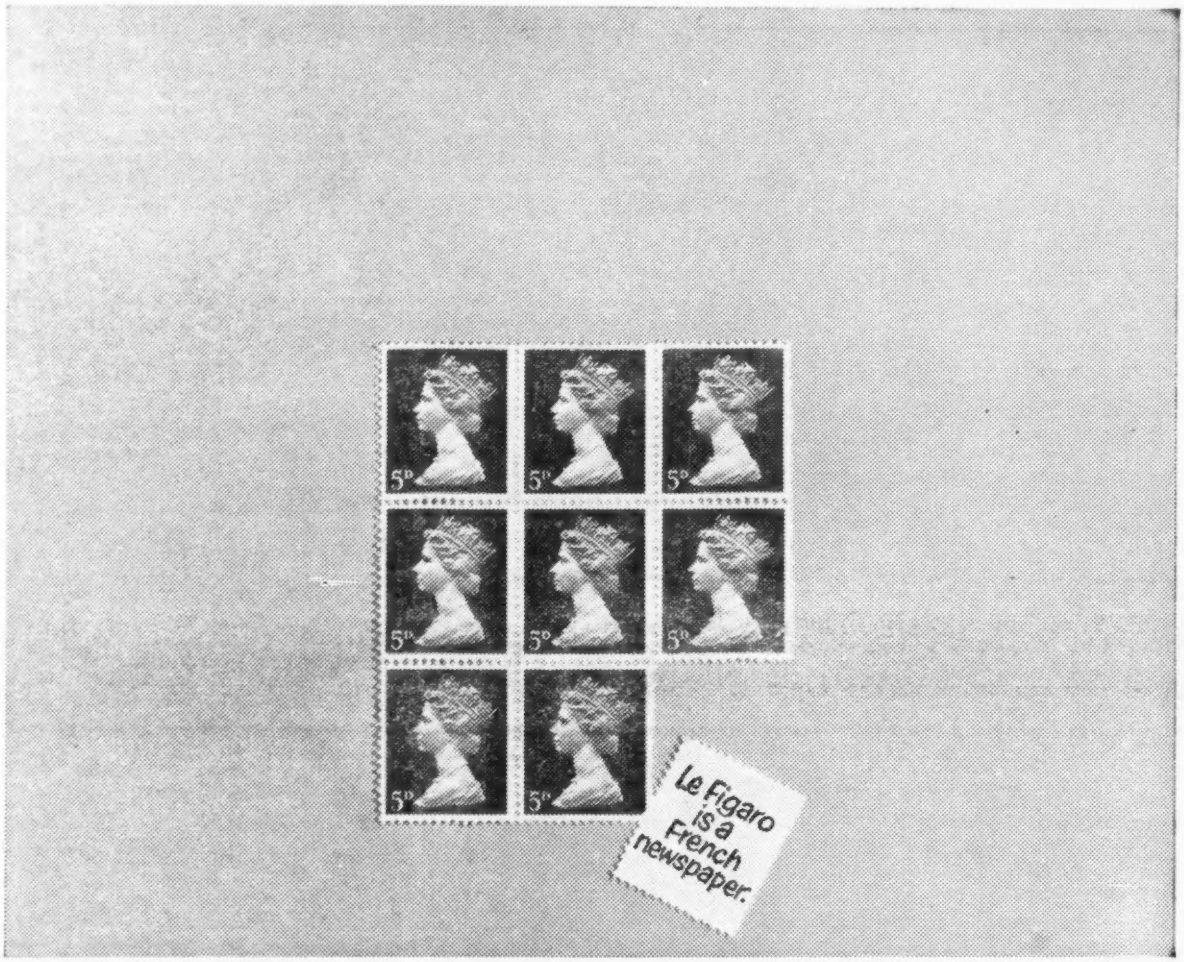

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It speaks French for you

Best ever Frankfurt Book Fair for British exhibitors

A report from the British Consulate-General, Frankfurt-am-Main

THE WORLD'S LARGEST and most important Book Fair, held annually in Frankfurt, took place this year from October 8-13. Its organizers, the Association of German Booksellers, claim that the origins of the fair go back as far as the late fifteenth century.

This year's event, held in halls 5, 5A, and 6 of the Frankfurt fair grounds, was the largest yet, with a total of 3,207 exhibitors, as against 3,048 in 1968. Just over a quarter of the total number of exhibitors were from West Germany. The remainder was composed of publishing firms from 60 different countries. New countries in Frankfurt this year were Dahomey, Ecuador, Cuba, Malaysia, Tanzania, Uruguay and Venezuela, with all but the latter two having their own national displays. The United Kingdom with 328 exhibitors contributed the second largest foreign contingent after the United States (347). France with 215 exhibitors had the third largest foreign participation followed by Switzerland (177), and Italy (163). About 200 of the British exhibitors participated in a joint venture sponsored by the Board of Trade in conjunction with the Publishers' Association. Also a number of other British publishers, not exhibiting individually at the fair, had their books on display on the very large and attractive British Council stand. HM Stationery Office is of course well established at Frankfurt, and once again staged a representative show of the whole spectrum of official publishing. As in 1968, the Publishers' Association once again manned an official information stand where they were able to deal most capably with a constant flow of inquiries. Although the total number of visitors to the fair this year (120,000) did not greatly exceed that of 1968, it was, from the commercial point of view, pleasing to note that fewer of the general public and more people directly connected with the book trade were represented, leading to more intensive business.

Almost all of the British exhibitors reported resounding success. The sales of the translation and publishing rights of British books to foreign publishers were highly satisfactory and this coupled with the extremely brisk sales of British books to booksellers and librarians, led to the feeling amongst British exhibitors that 1969 was, for them, the best Frankfurt Book Fair ever. Alone one British firm was reported to have taken orders for well over one million book copies with two days of the six day fair still to go.

There were 68,000 new titles on display in Frankfurt this year out of a total of 208,000, covering all branches of literature including amongst others, children's books, novels, historical, cultural, hobby, and educational publications, and ranging from expensively bound art books to paperbacks. 'Teach Yourself' books were extremely popular again this year. British publishers gained substantial orders from Eastern European countries for their 'Teach Yourself English' books.

On October 10, HM Ambassador in Bonn, Sir Roger Jackling and Lady Jackling visited the British joint venture group stands accompanied by Mr. A. H. Ballantyne, Consul-General in Frankfurt, and Herr Taubert, director of the Book Fair.

The splendid results achieved by British publishers at this year's Frankfurt Book Fair serve to illustrate the great measure of trust and confidence which foreign buyers place in the British publishing industry.

British Pavilion wins first prize at Nairobi Show

A report from the British High Commission, Nairobi

NAIROBI SHOW, held from September 30 to October 4, once again brought great success for the British Pavilion which was awarded the first prize for the best foreign government stand for the fourth year running in spite of competition from other new and elaborate stands.

The Pavilion was occupied by 20 British agricultural exporters under the joint sponsorship of the British National Export Council, the British Agricultural Export Council and the Board of Trade.

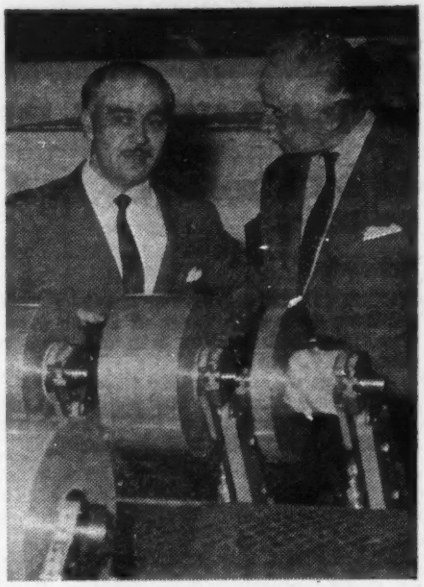
In spite of the present quiet business atmosphere in Kenya, the amount of business done was substantially more than last year, when a similar joint venture took place for the first time. Confirmed orders were well in excess of £100,000, and inquiries in hand should lead to business vastly in excess of this in the next few months. Nairobi Show is now acknowledged as the premier agricultural event of East and Central Africa, and many foreign visitors attend. One exhibitor reported inquiries from places such as Mauritius and the Seychelles, whilst another, as a result of the show, is in negotiation with no less than six African governments over adoption and local manufacture of his machinery.

During the show, the British National Export Council sponsored a conducted visit by 10 prominent agriculturists from neighbouring countries, including two Ministers of Agriculture and a Vice-Minister, under the leadership of Sir Arthur Smith, chairman of BNEC (Africa). These visitors were most impressed with the British machinery and services shown on the pavilion and elsewhere in the showground, and substantial business should result in the future as a result of this tour.

A feature of special interest on the pavilion was the display of British cattle, which had been flown out immediately prior to the show. These were part of a special airlift, timed to coincide with the show, of over 60 cattle, 4 horses, and a number of sheep, all imported to improve the quality of Kenya's breeding stock. Most of these had been sold prior to the show, but so much interest was aroused by them that a second charter is planned within the next few months, and regular flights are being planned for the future.

An exhibitor of poultry breeding stock arranged to send two consignments of day-old chicks by air which had been dyed red, white and blue by injection prior to hatching. Apart from proving an enormous attraction to the many children who visited the show, he reported good business, with many sales and inquiries. Another exhibitor gave continuous demonstrations of his latest automatic feed-control milking system using coloured fluid instead of milk.

Some measure of the success of the show may be given by the fact that a number of exhibitors who had planned to return to Britain immediately after its closure decided to extend their stay in order to follow up the unexpectedly large number of inquiries that they had received.



Mr. J. R. Wraight (right), HM Consul-General, Milan, talks to the representative of Harnden Ltd. at the Milan Paper and Printing Exhibition.

Milan print exhibition 'the best so far'

by A. I. Harris, British Consulate General, Milan

A VISIT to the recent International Paper and Printing Exhibition (GEC 69), held from October 4 to 12 in Milan was like a visit to a newpaper as the first edition goes to press. Thundering machines, dwarfing everything around them were producing neatly folded news-sheets so quickly that the human eye could not perceive how it was done. Nearby, electronic typesetters were quietly and efficiently setting up pages of print at a rate of several thousand characters a minute. Other machines were collating pages, binding them or performing a hundred and one other jobs.

There was certainly a lot to see. The Paper and Printing Exhibition comes to Milan only once in every ten years, and exhibitors and visitors were obviously making the most of it. In all, over 850 firms took part, of which 334 were Italian. The largest foreign representation came from West Germany, and there were important contingents from France, Switzerland, and Great Britain. No less than 72 British firms were showing the flag, and 28 of these occupied three separate groups of elegantly designed stands provided by the C.O.I. under the Board of Trade joint venture scheme.

Most of the British exhibitors were kept busy by the constant stream of visitors, and many of them had sold all their machines before the fair ended. Orders for British machines and supplies were received from foreign as well as from Italian buyers, and strange as it may seem, one British firm got an order from a new British customer visiting GEC 69. There must be something wrong somewhere! No one, however, can be surprised by the fact that there were more foreign visitors to the exhibition than there were from Italy.

October 7 was 'British Day' at GEC 69 in honour of the large British contingent. The Commercial Counsellor of the British Embassy in Rome, Mr. John Ford, and H.M. Consul General in Milan, Mr. J. R. Wraight, visited the exhibition and were duly impressed by the number of British firms present and by the quality of the products on show.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid for developing countries

Indonesia

BRITAIN IS MAKING a further loan of £500,000 to Indonesia for the purchase of a wide range of British goods, under an agreement signed in Djakarta. The loan will be interest free, and is for a period of 25 years.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference number CRE 25670/G (Tel. 01-222 7877, Ext. 2253).

Italy and Lebanon

IN A CIRCULAR dated September 15, the Italian Minister of Foreign Trade announced that, following the Decision of June 30, 1969 of the Council of the European Communities authorizing the extension, the Trade Agreement between Italy and Lebanon signed at Beirut on November 4, 1955 has been tacitly renewed for a further year until September 10, 1970.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482, 7068, 7069).

France and Iran

THE *French Moniteur du Commerce International* of October 9 announced that a new financial protocol was signed at Paris on July 25, 1969 between France and Iran.

The agreement provides credit facilities for the acquisition of French goods and services, with priority given to projects in the fields of telecommunications and the production and distribution of electricity.

Up to 333 million Francs will be made available, partly in the form of loans from the French Treasury and partly in the form of private credits guaranteed by COFACE, the French equivalent of ECGD.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

Hints to Businessmen booklets

REVISED EDITIONS of the booklets on Hong Kong and Ethiopia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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Sanderson House, 39 White Abbey Road, Bradford 8	Telephone: 28015	Telex: 51534
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Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
21/24 Irwell Chambers West, Fazakerly Street, Liverpool, L 3 9 EA	Telephone: 236 2185	Telex: 627206
40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Opportunities for exporters—calls for tender

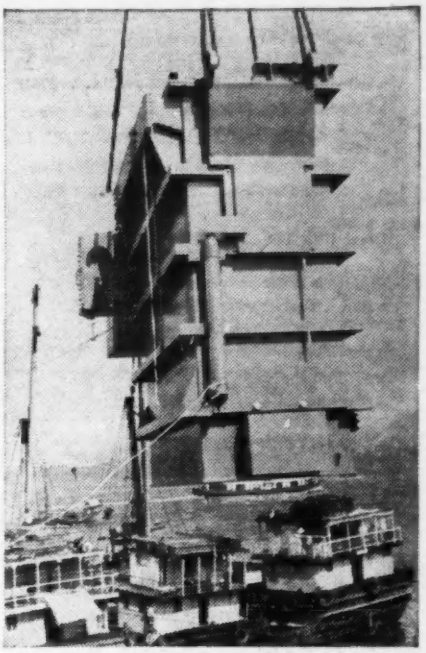
Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*



A 38-ton transformer ordered by the China Light and Power Company is seen here being off-loaded in Hong Kong. The transformer, which was manufactured by the Hackbridge and Hewittic Electric Company, is to be installed in a new sub-station in Kowloon.

ANGOLA

Bulletin 208/69

INSTITUTE OF FISHERIES INDUSTRIES:
Marine Engines. November 19. E.S.B. 43898/69/J.

ARGENTINA

Bulletin 209/69

AGUA Y ENERGIA ELECTRICA:
Electrical Transformer Stations. December 30. E.S.B. 44683/69/J.

Bulletin 210/69

MUNICIPALITY OF THE CITY OF BUENOS AIRES:
*34s. (In Spanish.) **Refuse Destruction Plant.** (Further Information.) E.S.B. 41093/69/J.

AUSTRALIA

Bulletin 207/69

STATE ELECTRICITY COMMISSION OF VICTORIA:
*29s. **Demand Recording Equipment.** (Further Information.) E.S.B. 42840/69/J.
CENTRAL CONTRACT BOARD:
*21s. **Monitoring Systems.** (Further Information.) E.S.B. 42841/69/J.
STATE STORES BOARD:
*8s. **Text Books.** November 21. E.S.B. 43840/69/J.

Bulletin 208/69

ELECTRICITY SUPPLY COMMITTEE, CITY COUNCIL OF MELBOURNE:
Switchgear. November 26. E.S.B. 43874/69/J.
VICTORIAN RAILWAYS:
***Circuit Breakers and Transformers.** December 17 E.S.B. 43872/69/J.
MARINE BOARD OF HOBART:
Construction of Building. (Advance Information.) December 3. E.S.B. 43873/69/J.
DISTRICT CONTRACT BOARD:
*10s. **Honing Machine.** (Further Information.) E.S.B. 43515/69/J.
STATE TENDER BOARD:
*17s. **Sewage Pumping Machinery.** November 20. E.S.B. 44045/69/J.

Bulletin 209/69

OVERSEAS TELECOMMUNICATIONS COMMISSION (AUSTRALIA):
***Facsimile Message Transfer Systems.** November 24. E.S.B. 44435/69/J.
AUSTRALIAN BROADCASTING COMMISSION:
*40s. **Television Studio Switching Equipment.** November 19. E.S.B. 44436/69/J.

Bulletin 211/69

HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Stator Windings. December 1. E.S.B. 45161/69/J.

BELGIUM

Bulletin 208/69

SHAPE
***Toilet Paper.** November 21. E.S.B. 43842/69/J.

BOLIVIA

Bulletin 208/69

EMPRESA NACIONAL DE TELECOMMUNICACIONES, S.A.M.:
Telecommunications Scheme. January 28, 1970. E.S.B. 10176/69/J.

Bulletin 209/69

CORPORACION MINERA DE BOLIVIA:
*2s. (In Spanish.) **Dental Equipment.** November 17. E.S.B. 44450/69/J.

BRAZIL

Bulletin 211/69

CIA)METROPOLITANA DE AGUA DE SAO PAULO:
Water Treatment Plant Equipment. (Pre-qualification.) November 20. E.S.B. 44557/69/J.

BURMA

Bulletin 207/69

UNION OF BURMA RAILWAY BOARD:
*4s. **Train Despatching Telephone System.** December 22. E.S.B. 43569/69/J.
*3s. **Cable and Terminals.** December 22. E.S.B. 43570/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Tyres and Tubes.** December 31. E.S.B. 43564/69/J.
*3s. **Hose.** November 22. E.S.B. 43563/69/J.
*3s. **Fire Fighting Foam and Equipment.** January 1, 1970. E.S.B. 43508/69/J.
*3s. **Insulators.** November 21. E.S.B. 43511/69/J.
UNION OF BURMA RAILWAY BOARD:
Locomotive Injector Bodies, Blower and Valves. December 24. E.S.B. 43573/69/J.
MINISTRY OF DEFENCE:
*16s. **Pump Sets.** November 30. E.S.B. 43513/69/J.
*3s. **Steel Plates.** November 25. E.S.B. 43512/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Pump.** January 1, 1970. E.S.B. 43506/69/J.
UNION OF BURMA RAILWAY BOARD:
***Valves and Ejectors.** December 24. E.S.B. 43572/69/J.
PUBLIC WORKS CORPORATION:
*4s. **Mastic Asphalt.** November 27. E.S.B. 43560/69/J.
*4s. **Wall Boards.** November 26. E.S.B. 43559/69/J.

Bulletin 208/69

CHEMICAL INDUSTRY MANAGEMENT COMMITTEE:
*2s. **Pumice Stone.** December 15. E.S.B. 43826/69/J.
PEOPLE'S OIL INDUSTRY:
*4s. **Tractor.** November 30. E.S.B. 43510/69/J.
*3s. **Steel Pipes and Accessories, Welding Electrodes.** January 1, 1970. E.S.B. 43504/69/J.
*3s. **Tubing and Plugs.** November 26. E.S.B. 43507/69/J.
*3s. **Weighing Machines.** January 1, 1970. E.S.B. 43505/69/J.
***Permanent Way Equipment.** January 14, 1970. E.S.B. 43571/69/J.
*3s. **Pump.** January 1, 1970. E.S.B. 43509/69/J.
*3s. **Steel Tanks.** November 25. E.S.B. 44092/69/J.
*3s. **Diesel Engine.** November 17. E.S.B. 44091/69/J.

(Continued on next page)

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10*s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room* 1124, *Hillgate House,* 35 *Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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OPPORTUNITIES FOR EXPORTERS, *continued*

UNION OF BURMA RAILWAY BOARD:
*Locomotive Wheels. December 29. E.S.B. 43503/69/J.
PUBLIC WORKS CORPORATION:
*4s. Steel Reinforcement. November 28. E.S.B. 43561/69/J.
*4s. Galvanized Steel Wire. November 25. E.S.B. 43562/69/J.
CHEMICAL INDUSTRY MANAGEMENT COMMITTEE:
*2s. Iron Oxide Red (Umber). December 15. E.S.B. 44035/69/J.
*2s. Trisodium Phosphate. December 15. E.S.B. 44036/69/J.

Bulletin 209/69
IRRIGATION DEPARTMENT:
*10s. Scraper, Tipper. December 31. E.S.B. 44100/69/J.
*2s. Ink. December 15. E.S.B. 44094/69/J.
CHEMICAL INDUSTRY MANAGEMENT COMMITTEE:
*2s. Paper. November 30. E.S.B. 44095/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Bogie Platforms. November 18. E.S.B. 44084/69/J.
*4s. Spectrophotometer. November 18. E.S.B. 44085/69/J.
*3s. Tractor. November 17. E.S.B. 44087/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*2s. Hydraulic Press. November 29. E.S.B. 44407/69/J.
*2s. Shuttle Making Machine. November 29. E.S.B. 44408/69/J.
*5s. Concrete Vibrators. December 8. E.S.B. 44410/69/J.
*2s. Adhesive. November 30. E.S.B. 44096/69/J.
*2s. Forklift Truck. November 29. E.S.B. 44409/69/J.

Bulletin 211/69
METAL PLANNING COMMITTEE:
*6s. Aluminium Ingots. November 29. E.S.B. 44809/69/J.
*7s. Aluminium Circles. November 29. E.S.B. 44808/69/J.
*7s. Steel Hoops and Wire. November 29. E.S.B. 44811/69/J.
*7s. Steel Hoops. November 29. E.S.B. 44812/69/J.
*7s. Wire. November 29. E.S.B. 44813/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. Asbestos Fibre; Asbestos Mill Board; Cork Sheet. December 1. E.S.B. 44801/69/J.
*6s. Navigation Unit. November 17. E.S.B. 44802/69/J.
*3s. Drawing Equipment. November 20. E.S.B. 44805/69/J.
*2s. Wire. November 30. E.S.B. 44806/69/J.
*10s. Chemicals; Enamel Frits. November 29. E.S.B. 44807/69/J.
METAL PLANNING COMMITTEE:
*7s. Steel Sheets. November 29. E.S.B. 44814/69/J.
*7s. Brass Strip and Wire. November 29. E.S.B. 44815/69/J.
*7s. Aluminium Strips and Wire. November 29. E.S.B. 44810/69/J.

CANADA

Bulletin 208/69
MANITOBA GOVERNMENT:
*Structural Steel. (Further Information.) Closing date postponed to December 11. E.S.B. 37280/69/J.

CEYLON

Bulletin 210/69
CEYLON CEMENT CORPORATION:
*Air Conditioning Units. (Further Information.) E.S.B. 43209/69/J.
NATIONAL TEXTILE CORPORATION:
Cotton Yarn. (Further Information.) Closing date postponed to November 11. E.S.B. 42611/69/J.
STATE ENGINEERING CORPORATION OF CEYLON:
*7s. Generating Sets. November 21. E.S.B. 44526/69/J.
*6s. Mild Steel Angles. November 25. E.S.B. 44528/69/J.
NATIONAL SMALL INDUSTRIES CORPORATION:
*5s. Excavator. November 25. E.S.B. 44527/69/J.

Bulletin 211/69
NATIONAL TEXTILE CORPORATION:
*2s. Cotton Yarn. November 26. E.S.B. 44560/69/J.

CHILE

Bulletin 211/69
EMPRESA NACIONAL DE ELECTRICIDAD:
*26s. Anchor Bolts, Rods and Accessories. November 24. E.S.B. 44816/69/J.

COLOMBIA

Bulletin 208/69
INSTITUTO COLOMBIANO AGROPECUARIO:
Feed Concentrate Plant. November 17 E.S.B. 43871/69/J.

COSTA RICA

Bulletin 210/69
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (In Spanish.) Steel. December 4. E.S.B. 44524/69/J.
*1s. (In Spanish.) Electrical Supplies. November 27. E.S.B. 44523/69/J.
*1s. (In Spanish.) Loaders. December 5. E.S.B. 44529/69/J.
*1s. (In Spanish.) Hydraulic Press. December 3. E.S.B. 44525/69/J.

Senior executives from six newly-appointed Spanish, French, Italian and Swiss distributors of Eaton Yale and Towne attended a familiarization conference at the Wednesfield factory of Yale Materials Handling Equipment division recently. The two-day visit gave the 11 executives, mostly chairmen and managing directors, a first-hand opportunity of meeting the organization they now represent, and learning of the facilities and services that the division can provide to help European sales.

CYPRUS

Bulletin 209/69
PRESIDENT OF THE BOARD OF TENDERS:
*3s. Lubricant Oils. December 20. E.S.B. 44415/69/J.
*6s. Paper and Board. December 29. E.S.B. 44412/69/J.
MINISTRY OF COMMUNICATIONS AND WORKS:
*4s. Lifts. November 29. E.S.B. 44405/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 207/69
DEUTSCHE BUNDESBAHN:
Pylons. November 18. E.S.B. 43556/69/J.

GREECE

Bulletin 207/69
INSTITUTE OF SOCIAL INSURANCE:
*18s. Diesel Generating Set. December 12. E.S.B. 43557/69/J.
PUBLIC POWER CORPORATION:
Electrological Coupling Equipment. November 25. E.S.B. 43598/69/J.
Electronic Duplicators. November 20. E.S.B. 43599/69/J.
MINISTRY OF TRADE:
*12s. Stapling Machine. Closing date postponed to November 12. (Further Information.) E.S.B. 23704/69/J.
*8s. Laboratory Apparatus; Photographic Equipment; Photocopying Machine. November 24. E.S.B. 43805/69/J.
*12s. Surgical Instruments. November 26. E.S.B. 44417/69/J.

Bulletin 208/69
INSTITUTE OF SOCIAL INSURANCE:
*16s. Diesel Generator Set. December 12. E.S.B. 43558/69/J.
MINISTRY OF TRADE:
*8s. Dental Instruments and Supplies. November 26. E.S.B. 44034/69/J.

Bulletin 209/69
PUBLIC POWER CORPORATION:
Measuring Vehicles. November 29. E.S.B. 44426/69/J.

Bulletin 210/69
Typewriters. November 15. E.S.B. 44479/69/J.
Shaft-Lining Machine. December 2. E.S.B. 44478/69/J.

Bulletin 211/69
MINISTRY OF TRADE:
*4s. Surgical Instrument and Apparatus. November 28. E.S.B. 44485/69/J.
*5s. Perforators. (Further Information.) E.S.B. 29951/69/J.
*6s. Laboratory Equipment. November 28. E.S.B. 44481/69/J.
*4s. Oxygen and Nitrogen Bottles; Valves. November 19. E.S.B. 44482/69/J.
*5s. Hydrometers. November 17. E.S.B. 44483/69/J.
*4s. Milling Machine. November 17. E.S.B. 44484/69/J.

INDIA

Bulletin 207/69
RAILWAY BOARD:
*Railway Wheels, Tyres and Axles. (Further Information.) E.S.B. 41908/69/J.
HINDUSTAN CABLES LTD.:
Tin Ingots. November 26. E.S.B. 43555/69/J.

Bulletin 208/69
HINDUSTAN COPPER LTD.:
Polishing Machine. December 3. E.S.B. 43830/69/J.
One Second Microptic Theodolite. December 4. E.S.B. 43831/69/J.

Bulletin 211/69
BHABHA ATOMIC RESEARCH CENTRE:
*5s. Strobotac. November 18. E.S.B. 44824/69/J.
*4s. X-ray Dosemeter. November 19. E.S.B. 44825/69/J.
*5s. Digitmatic Entry Printer. November 17. E.S.B. 44823/69/J.
*5s. Centrifuge. November 21. E.S.B. 44826/69/J.
*5s. Microammeters. November 17. E.S.B. 44821/69/J.
*5s. Vibrator. November 17. E.S.B. 44822/69/J.

IRAN

Bulletin 207/69
IRANIAN STATE RAILWAYS:
*10s. Screws. December 24. E.S.B. 43567/69/J.

IRAQ

Bulletin 208/69
IRAQI PORTS ADMINISTRATION:
Guillotine Shearing Machine. December 31. E.S.B. 44080/69/J.
MINISTRY OF OIL AND MINERALS:
*4s. Sulphur Processing Plant. (Further Information.) E.S.B. 43281/69/J.
MINISTRY OF MUNICIPAL AND VILLAGE AFFAIRS:
Construction of Sewers and Pumping Stations. (Further Information.) February 14, 1970. E.S.B. 796/69/J.

Bulletin 209/69
IRAQI NATIONAL OIL COMPANY:
Sheds, Water Tank, Generating Sets. Closing date not stated. E.S.B. 44072/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Bolts and Nuts. November 29. E.S.B. 44070/69/J.
IRAQI PORTS ADMINISTRATION:
Armature Winding Wire. November 19. E.S.B. 44077/69/J.
Flood Lighting Fittings. December 10. E.S.B. 44078/69/J.
Hospital Supplies. December 17. E.S.B. 44071/69/J.
Water Supply Materials. December 3. E.S.B. 44073/69/J.
Fire Bricks and Fire Clays. November 26. E.S.B. 44079/69/J.
MINISTRY OF DEFENCE:
*24s. Pharmaceuticals; Dyes; Chemicals and Laboratory Equipment. December 14. E.S.B. 44024/69/J.
MOSUL SUGAR FACTORY ADMINISTRATION:
*1s. Calcium Chloride. (Further Information.) E.S.B. 42688/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Construction of a Water Supply Scheme. January 24, 1970. E.S.B. 44027/69/J.

Bulletin 211/69
*12s. Loader. (Further Information.) E.S.B. 42685/69/J.
MINISTRY OF OIL AND MINERALS:
Shovel Tractor. November 29. E.S.B. 44857/69/J.
DAIRY ADMINISTRATION:
Plastic Crates. November 28. E.S.B. 44827/69/J.
Crown Corks. November 25. E.S.B. 44858/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*10s. Bolts and Nuts. November 29. E.S.B. 44070/69/J.
MINISTRY OF INDUSTRY:
*Vehicles, Harvesting Equipment, Fire Protection Equipment, Garage Equipment. (Further Information.) E.S.B. 42686/69/J.

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IRISH REPUBLIC

Bulletin 208/69
MINISTRY OF TRANSPORT:
Lifts and Escalators. November 25. E.S.B. 43832/69/J.
ROSCOMMON COUNTY COUNCIL:
Pumps. December 16. E.S.B. 43835/69/J.
Chlorination and Fluoridation Equipment. December 16. E.S.B. 43836/69/J.
Water Supply Scheme. December 16. E.S.B. 43834/69/J.

Bulletin 209/69
DUBLIN CORPORATION:
Plastic Book Sleeves. November 28. E.S.B. 44477/69/J.

Bulletin 211/69
TULLAMORE URBAN DISTRICT COUNCIL:
Construction of Water Supply Improvements. November 25. E.S.B. 44852/69/J.

ITALY

Bulletin 209/69
NATO:
*Telemetering System. December 31. E.S.B. 44028/69/J.

KOREA, REPUBLIC OF

Bulletin 211/69
OFFICE OF SUPPLY:
*4s. **Truck Scale.** November 19. E.S.B. 44817/69/J.

KUWAIT

Bulletin 209/69
KUWAIT OIL COMPANY:
*3s. **Morphaline.** November 17. E.S.B. 44449/69/J.

Bulletin 211/69
MINISTRY OF EDUCATION:
*118s. **Books.** November 25. E.S.B. 44556/69/J.
CENTRAL TENDERS COMMITTEE:
*14s. (In Arabic.) **Clothing.** December 16. E.S.B. 44555/69/J.

LIBYA

Bulletin 204/69
MINISTRY OF PUBLIC WORKS:
Water Network Installation. November 17. E.S.B. 43900/69/J.

MALAYSIA

Bulletin 208/69
MINISTRY OF AGRICULTURE AND CO-OPERATIVES:
*9s. **Wire Ropes.** November 20. E.S.B. 43887/69/J.
*8s. **Paints.** November 20. E.S.B. 43888/69/J.
*8s. **Pipes and Fittings.** November 20. E.S.B. 43889/69/J.
DRAINAGE AND IRRIGATION DEPARTMENT:
*26s. **Pumping Sets.** December 31. E.S.B. 44068/69/J.
TENDERS BOARD:
Marine Uniforms. November 26. E.S.B. 44917/69/J.

Bulletin 211/69
DIVISIONAL FEDERAL TENDERS BOARD:
Shoes, Stockings. November 26. E.S.B. 44819/69/J.

MALI REPUBLIC

Bulletin 209/69
DIRECTEUR DE l'HYDRAULIQUE ET DE l'ENERGIE:
*2s. (In French.) **Water Supply Scheme.** December 19. E.S.B. 44491/69/J.

MALTA

Bulletin 209/69
TREASURY:
Portable Pumps. November 20. E.S.B. 44444/69/J.
Fork Lifter. November 27. E.S.B. 44447/69/J.
*Tank Cleaning Unit. November 20. E.S.B. 44445/69/J.
*Paper. November 20. E.S.B. 44446/69/J.

MEXICO

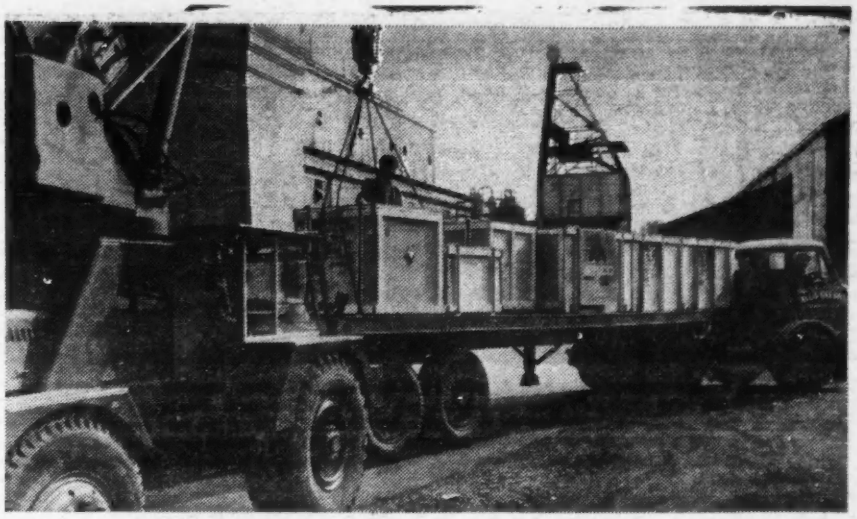
Bulletin 209/69
COMISION FEDERAL DE ELECTRICIDAD:
*21s. (In Spanish.) **Circuit Breakers.** November 17. E.S.B. 44413/69/J.
*212s. **Autotransformers.** November 28. E.S.B. 44069/69/J.

NETHERLANDS

Bulletin 209/69
DIRECTORATE OF WATERWAYS AND BRIDGES:
Construction of Flyovers. November 25. E.S.B. 44493/69/J.

NEW ZEALAND

Bulletin 208/69
POST OFFICE HEADQUARTERS:
*23s. **Negative Impedance Repeaters.** November 25. E.S.B. 43882/69/J.
*5s. **Resistors.** November 25. E.S.B. 43884/69/J.
*3s. **Cable and Plugs.** November 24. E.S.B. 43879/69/J.
*4s. **Height Finder.** November 20. E.S.B. 43880/69/J.
*4s. **Valves.** November 26. E.S.B. 43883/69/J.
NEW ZEALAND ELECTRICITY DEPARTMENT:
*48s. **Transformers.** December 22. E.S.B. 43886/69/J.



This 20-ton consignment of Amtico vinyl floor tiles is destined for a gas turbine power station at Abu Dhabi. The order was received through Commonweal Traders Ltd., Strood, Kent. The order specified that dispatch should be made within 14 days. In fact, Amtico had the whole order, valued at £4,000, ready from scratch to dispatch in 10 days and it left for Arabia on September 30.

NEW ZEALAND BROADCASTING CORPORATION:
Construction of Tower Block. (Advance Information.) E.S.B. 44049/69/J.

Bulletin 209/69
POST OFFICE HEADQUARTERS:
*5s. **Quartz Crystal Blanks.** November 26. E.S.B. 44440/69/J.
NEW ZEALAND FOREST SERVICE:
*3s. **Flow Measuring Equipment.** November 18. E.S.B. 44439/69/J.

Bulletin 211/69
DUNEDIN CITY CORPORATION:
Switchgear. February 2, 1970. E.S.B. 44490/69/J.
NEW ZEALAND ELECTRICITY DEPARTMENT:
*87s. **Transmission Mine Towers.** January 20, 1970 E.S.B. 44854/69/J.

NIGERIA

Bulletin 209/69
MINISTRY OF WORKS AND SURVEYS:
Construction of School Extension. (Pre-qualification.) November 30. E.S.B. 44448/69/J.

Bulletin 210/69
MINISTRY OF INDUSTRIES:
*1s. (Press notice.) **Motor Vehicle Assembly Plant.** February 15, 1970. E.S.B. 44492/69/J.

PAKISTAN

Bulletin 207/69
PAKISTAN INDUSTRIAL DEVELOPMENT CORPORATION:
*3s. **Pipes, Valves, Angles, Pressure Gauge.** November 25. E.S.B. 43810/69/J.

Bulletin 208/69
RAILWAY BOARD:
*29s. **Workshop Machines.** December 3. E.S.B. 43814/69/J.
BURMAH OIL COMPANY:
*34s. **Generator Control Panels.** November 25. E.S.B. 44002/69/J.
DIRECTORATE OF SUPPLY:
*10s. **Measuring Apparatus.** November 17. E.S.B. 44050/69/J.

Bulletin 211/69
PAKISTAN WESTERN RAILWAY:
*4s. **Copper.** November 20. E.S.B. 44489/69/J.
*4s. **Steel Plates and Sheets.** November 25. E.S.B. 44488/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 211/69
NATIONAL POWER CORPORATION:
*61s. **Cable and Accessories.** December 16. E.S.B. 44853/69/J.

SAUDI ARABIA

Bulletin 209/69
MINISTRY OF INFORMATION:
Transmitter Spare Parts. December 30. E.S.B. 44060/69/J.
PUBLIC WORKS DEPARTMENT:
Technical Apparatus and Equipment. December 2. E.S.B. 44061/69/J.
MINISTRY OF COMMUNICATIONS:
Radio Receivers. December 20. E.S.B. 44056/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 208/69
PUBLIC UTILITIES BOARD:
*14s. **Gas Cookers.** November 25. E.S.B. 43846/69/J.
PUBLIC WORKS DEPARTMENT:
Contractors Heavy Machinery. November 21. E.S.B. 43844/69/J.
Vehicles. November 21. E.S.B. 43845/69/J.
PUBLIC UTILITIES BOARD:
*24s. **Steel Pipes.** (Further Information.) E.S.B. 43268/69/J.

SOUTH AFRICA

Bulletin 208/69
CAPE PROVINCIAL TENDER BOARD:
*2s. **Paper.** November 18. E.S.B. 43502/69/J.
STATE TENDER BOARD:
*15s. **Butyl Rubber Lining.** November 20. E.S.B. 43862/69/J.
*13s. **Hydraulic Excavators.** November 20. E.S.B. 43866/69/J.

Bulletin 211/69
CAPE PROVINCIAL TENDER BOARD:
*28s. **Injections.** November 25. E.S.B. 44591/69/J.
*2s. **Slide Projectors.** November 28. E.S.B. 44593/69/J.
*22s. **Medical Injections.** November 21. E.S.B. 44590/69/J.
*7s. **Laboratory Equipment.** November 28. E.S.B. 44592/69/J.

SUDAN

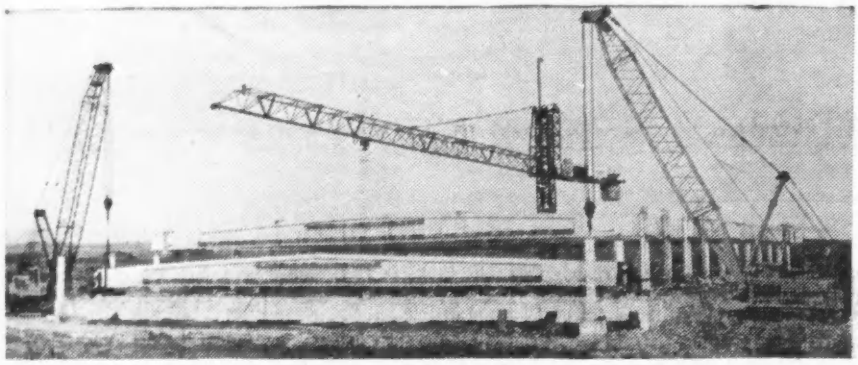
Bulletin 208/69
MINISTRY OF WORKS:
*7s. **Steel Tube.** November 15. E.S.B. 43868/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 209/69
MINISTRY OF DEFENCE:
Electricity Generating Sets. November 17. E.S.B. 44064/69/J.

(Continued on next page)

TRANSLATIONS
ON COMMERCIAL, TECHNICAL, LEGAL, FINANCIAL & INSURANCE MATTERS
MULTI-LINGUAL SERVICE
LINGUALEX LIMITED
RADNOR HOUSE, 93/97 REGENT STREET, LONDON, W1R 7TF. 01-437 1898



Erection of 13 pre-stressed concrete beams, each weighing 36 tons, was recently completed at the site of the new Vejlby-Risskov Sportshal, near Aarhus, Denmark. These are the heaviest beams ever used in the construction of a Danish sports hall of this type, and the crucial lifting operation was carried out by two Coles Zealous diesel-electric cranes manufactured by the British Crane and Excavator Corporation Ltd. and hired to the contractors by Aarsleff A/S of Aarhus.

OPPORTUNITIES FOR EXPORTERS, *continued*

TAIWAN

Bulletin 207/69

CENTRAL TRUST OF CHINA:
*2s. **Welding Set.** November 21. E.S.B. 44513/69/J.
*6s. **Flaw Detector.** November 18. E.S.B. 44514/69/J.
*3s. **Valves.** November 17. E.S.B. 43865/69/J.
*3s. **Pumps.** November 21. E.S.B. 43863/69/J.
*3s. **Bearings.** November 24. E.S.B. 43859/69/J.
*3s. **Temperature Recorder.** November 22. E.S.B. 43852/69/J.
*2s. **Chlorine Cylinders.** November 24. E.S.B. 43856/69/J.
*6s. **Testing Apparatus.** December 17. E.S.B. 43855/69/J.
*3s. **Magnetic Disc Packs.** December 16. E.S.B. 43858/69/J.
*3s. **Fire Protective Shields and Masks.** November 22. E.S.B. 43861/69/J.
*3s. **Steel Plates and Pipes.** November 26. E.S.B. 43860/69/J.
*3s. **Steel Tube, Tube Sheet.** December 16. E.S.B. 43854/69/J.
*11s. **Medical and Surgical Equipment.** December 15. E.S.B. 43857/69/J.

Bulletin 210/69

*4s. **Sugar Cane Loader.** November 19. E.S.B. 44494/69/J.
*11s. **Refractories.** November 17. E.S.B. 44495/69/J.
*3s. **Milk Powder.** December 11. E.S.B. 44499/69/J.
*8s. **Medical Equipment.** December 12. E.S.B. 44500/69/J.
*2s. **Steel Tube.** December 15. E.S.B. 44502/69/J.
*2s. **Monoethanolamine.** November 17. E.S.B. 44504/69/J.
*2s. **Insulating Varnish.** November 22. E.S.B. 44505/69/J.
*26s. **Telephone Line Equipment and Accessories.** December 12. E.S.B. 44506/69/J.
*8s. **Passenger Lifts.** December 19. E.S.B. 44508/69/J.
*3s. **Di-Calcium Phosphate for Feed Stuff.** December 11. E.S.B. 44510/69/J.
*2s. **Sodium Silicate.** November 18. E.S.B. 44515/69/J.
*5s. **Generating Sets.** December 11. E.S.B. 44532/69/J.
*5s. **Lathe.** December 12. E.S.B. 44509/69/J.
*13s. **Rails.** December 12. E.S.B. 44512/69/J.
*3s. **High-Tension Wire and Frequency Cones.** December 11. E.S.B. 44533/69/J.
*6s. **Metal Blocks.** November 20. E.S.B. 44497/69/J.
*8s. **Welding Equipment and Materials.** November 18. E.S.B. 44516/69/J.
*4s. **Cooling Tower Filter.** November 21. E.S.B. 44511/69/J.
*10s. **Steel Rails.** December 11. E.S.B. 44498/69/J.
*3s. **Steel Bars, Plate Pipes.** November 20. E.S.B. 44494/69/J.

Bulletin 211/69

*3s. **Receipting Machines.** December 16. E.S.B. 44501/69/J.

TANZANIA

Bulletin 211/69

MINISTRY OF AGRICULTURE, FOOD AND CO-OPERATIVES:
Pesticides. November 21. E.S.B. 44930/69/J.

THAILAND

Bulletin 207/69

THAILAND TOBACCO MONOPOLY:
Pyrethrins Insecticide. November 18. E.S.B. 43528/69/J.
*Floating Revolving Crane. December 4. E.S.B. 43529/69/J.

Bulletin 211/69

PROVINCIAL ELECTRICITY AUTHORITY:
Concrete Posts. November 18. E.S.B. 44549/69/J.
ELECTRICITY GENERATING AUTHORITY:
Hydraulic Equipment. January 9, 1970. E.S.B. 44566/69/J.
Transformer, Switchgear, Telecommunication Equipment. December 22. E.S.B. 44565/69/J.
Transmission Line. December 22. E.S.B. 44568/69/J.
Hydraulic Turbine. December 15. E.S.B. 44563/69/J.
Crane and Lifting Devices. December 25. E.S.B. 44567/69/J.
Civil Work Project. November 25. E.S.B. 44562/69/J.
Generator and Accessories. December 15. E.S.B. 44564/69/J.
STATE RAILWAY OF THAILAND:
Pivots. November 17. E.S.B. 44546/69/J.
Batteries. November 17. E.S.B. 44536/69/J.
Insulators, Switches. November 17. E.S.B. 44547/69/J.
Wool. November 20. E.S.B. 44540/69/J.
Electric Plug and Wire. November 19. E.S.B. 44539/69/J.
Duplicating Ink. November 18. E.S.B. 44547/69/J.
Telegraph Ink. November 18. E.S.B. 44538/69/J.
Cable. November 18. E.S.B. 44522/69/J.
Plastic Bar, Electrical Equipment, Fluorescent Lamps. November 14. E.S.B. 44521/69/J.
Steel Plates. November 19. E.S.B. 44830/69/J.
Cleaning Machines. November 26. E.S.B. 44597/69/J.
Galvanized Pipes. November 20. E.S.B. 44598/69/J.
Diesel Generator. November 11. E.S.B. 44576/69/J.
PROVINCIAL ELECTRICITY AUTHORITY:
Engine Spare Parts. November 25. E.S.B. 44850/69/J.

TURKEY

Bulletin 208/69

PTT GENEL MUDURLUGU:
*13s. **Time Signal Clocks.** December 17. E.S.B. 43869/69/J.
MECHANICAL AND CHEMICAL INDUSTRIES ASSOCIATION:
Rifle Parts Production Plant. (Further Information.) Closing date postponed to November 30. E.S.B. 40607/69/J.
BANK OF PROVINCES:
*21s. **Drill Bits.** November 18. E.S.B. 44039/69/J.

Bulletin 209/69

MINISTRY OF FORESTRY:
*25s. **Saw Mill Equipment, Chipboard Production Plant.** December 18. E.S.B. 43870/69/J.

Bulletin 210/69

CUKUROVA ELEKTRIK A.S.:
Generators. January 15, 1970. E.S.B. 44030/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 208/69

EGYPTIAN RAILWAYS:
Self-Propelling Cranes and Match Trucks. December 18. E.S.B. 43551/69/J.

UNITED STATES OF AMERICA

Bulletin 207/69

OMAHA DISTRICT CORPS OF ENGINEERS:
Control Equipment. (Further Information.) E.S.B. 43522/69/J.

Bulletin 211/69

COLUMBIA PROCUREMENT OFFICE:
*Incineration Plant. November 25. E.S.B. 24740/69/J.

URUGUAY

Bulletin 208/69

MSP (MINISTRY OF PUBLIC HEALTH):
*10s. (In Spanish.) **X-ray Films.** November 18. E.S.B 44055/69/J.
*2s. (In Spanish.) **Penicillin.** November 18. E.S.B 44052/69/J.
*8s. (In Spanish.) **Surgical Supplies.** November 18. E.S.B. 44053/69/J.
ANCAP:
*8s. (In Spanish.) **Additives.** December 3. E.S.B. 44041/69/J.
*9s. (In Spanish.) **Semi-Trailers.** December 4. E.S.B. 44058/69/J.
UTE (STATE ELECTRICITY AND TELEPHONE BOARD):
21s. (In Spanish.) **Telecommunication Equipment.** (Further Information.) Closing date postponed: 1st call, November 21; 2nd call, November 28. E.S.B. 36836/69/J.
*(In Spanish.) **Smelting Materials.** Closing dates: 1st call, December 12; 2nd call, December 19. E.S.B. 44043/69/J.
*15s. (In Spanish.) **Aluminium Ingots.** Closing dates: 1st call, November 27; 2nd call, December 4. E.S.B. 44051/69/J.
*22s. (In Spanish.) **Measuring and Testing Instruments.** November 28. E.S.B. 44042/69/J.
MSP (MINISTRY OF PUBLIC HEALTH):
*2s. (In Spanish.) **Syringes, Thermometers.** November 18. E.S.B. 44054/69/J.

VENEZUELA

Bulletin 208/69

CORPERACION VENEZOLANA DEL PETROLES:
*1s. **Seismographic Surveys.** (Further Information.) E.S.B. 42836/69/J.

YUGOSLAVIA

Bulletin 208/69

PODJETJE LJUBJANA TRANSPORT:
*2s. **Radio Phone Equipment.** January 7, 1970. E.S.B. 44011/69/J.
JUGOSAMITORIJA, EXPORT IMPORT:
*1s. **Medical Equipment.** January 7, 1970. E.S.B. 43838/69/J.
INDUSTRIJOSKO PREHRAMBENI KOMBINAT:
*1s. **Food Processing Equipment.** January 9, 1970. E.S.B. 43837/69/J.
MUZICKA NAKLADA, EXPORT IMPORT:
*1s. **Concert Organ.** January 7, 1970. E.S.B. 44008/69/J.
MARIBORSKA LIVARNA:
*Foundry Equipment. January 9, 1970. E.S.B. 43839/69/J.
POSLOVNO UDRUZENJE MAKEDONIJAKOOP:
*3s. **Vehicle Maintenance Equipment.** January 7, 1970. E.S.B. 44007/69/J.
INDUSTRIJSKI KOMBINAT PLANIKA:
*1s. **Footwear Machinery.** January 7, 1970. E.S.B. 44009/69/J.
MASINO-IMPEX:
*1s. **Knitting and Sewing Machines and Knives.** January 9, 1970. E.S.B. 44012/69/J.

Bulletin 209/69

PREDUZECE ZE MEDJUNARODNU TRGOUINU:
*1s. **Textile Machinery.** January 1, 1970. E.S.B. 44015/69/J.
KOBEKO POSLOVNO UDRUZENJE PREHRAMBENE:
Food Processing Machinery. December 29. E.S.B. 44013/69/J.
RUDARSKO-TOPIONICARSKI BASEN BOR:
*1s. (Press notice.) **Mine Shaft Machinery.** December 29. E.S.B. 44014/69/J.
UPRAVA MEDICINSKOG CENTRA:
*1s. (Press notice.) **Kitchen Equipment.** December 29. E.S.B. 44016/69/J.
MASINO-IMPEX:
*1s.-2s. respectively. **Textile Machinery.** December 29. E.S.B. 44019/69/J. 44020/69/J.
TEHNOPROMET:
*2s. **Metalwork Machines.** December 29. E.S.B. 44021/69/J.
FERIMPORT:
*2s. **Workshop Equipment.** January 1, 1970. E.S.B. 44018/69/J.
RUDARSKO ENERGETSKO INDUSTRIJSKI KOMBINAT:
*2s. **Concrete Manufacturing Plant.** December 29. E.S.B. 44022/69/J.
AGRO-MAKEDONIJA, EXPORT IMPORT:
*1s. **Wire Working Machines.** January 1, 1970. E.S.B. 44017/69/J.
DALMACIJA CEMENT:
*1s. **Concrete Tube Manufacturing Machinery.** January 7, 1970. E.S.B. 44434/69/J.

ZAMBIA

Bulletin 209/69

CENTRAL SUPPLY AND TENDER BOARD:
*4s. **Concentrated Extracts to Make Tinctures and Syrups.** November 28. E.S.B. 44675/69/J.
*6s. **Hypodermic Syringes and Needles.** November 28. E.S.B. 44433/69/J.

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103 LONDON OFFICE: 20/23 HOLBORN, LONDON E.C.1. TELEPHONE: CHANCERY 7648

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H109, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ABU DHABI

Bulletin 208/69
Agency inquiry for nose casing head. E.S.B. 36461/69/J.

ALGERIA

Bulletin 208/69
3s. Inquiry for cable-throwing guns and accessories; flags; neon lamps and fittings; warning signs. E.S.B. 3053/69/J.

ARUBA

Bulletin 211/69
Agency inquiry for cosmetics; disinfectant. E.S.B. 37672/69/J.

AUSTRALIA

Bulletin 207/69
*Manufacture under licence – mechanical engineering and structural products. E.S.B. 43129/69/J.
*Manufacture under licence – chemical plant and machinery; cardboard and paper processing machinery. E.S.B. 43313/69/J.

Bulletin 208/69
Agency inquiry for cloths. E.S.B. 42799/69/J.
Inquiry for pantograph machines; signs. E.S.B. 19804/69/J.
Agency inquiry for clocks; cutlery; kitchenware; luggage; silverware. E.S.B. 43135/69/J.

Bulletin 211/69
Inquiry for engine conversion components. E.S.B. 43994/69/J.
Agency inquiry for automotive parts. E.S.B. 44267/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 208/69
1s. Inquiry for slide projector. E.S.B. P/11/69/J.

Bulletin 209/69
Inquiry for coal cutting machine. E.S.B. S/113/69/J.
Inquiry for rims; tyres. E.S.B. S/112/69/J.
Inquiry for drilling machine. E.S.B. S/111/69/J.

Bulletin 211/69
6s. Inquiry for flame cutting machine. E.S.B. A/72/69/J.

AUSTRIA

Bulletin 209/69
Inquiry for offset plates; paper. E.S.B. 21713/69/J.

Bulletin 211/69
Agency inquiry for fabrics. E.S.B. 26674/69/J.

BAHAMAS

Bulletin 208/69
1s. Inquiry for metric text books, teaching aids and equipment. E.S.B. 42773/69/J.

BARBADOS

Bulletin 207/69
Inquiry for elastic; polythene bags. E.S.B. 44148/69/J.

Bulletin 209/69
Inquiry for resistance wire; resistor bobbins and shells. E.S.B. 43907/69/J.

Bulletin 210/69
Agency inquiry for enamelware; shoes. E.S.B. 44173/69/J.

Bulletin 211/69
Inquiry for secondhand agricultural machinery and implements. E.S.B. 44125/69/J.

BELGIUM

Bulletin 207/69
Agency inquiry for hydraulic presses; foundry equipment and supplies. E.S.B. 43366/69/J.
Inquiry for household items for new department store. E.S.B. 43364/69/J.
Inquiry for creosote oil. E.S.B. 43970/69/J.
Inquiry for pig iron; special alloys. E.S.B. 43768/69/J.

Bulletin 210/69
Agency inquiry for nylon and rayon lining. E.S.B. 19568/69/J.

BERLIN

Bulletin 208/69
Inquiry for balancing machines; precision punch press; soap moulding machines. E.S.B. 36344/69/J.
*8s. Inquiry for steel tube. E.S.B. 42914/69/J.

Bulletin 211/69
Inquiry for transparencies; films. E.S.B. 44217/69/J.
Inquiry for confectionery; preserved meat. E.S.B. 44708/69/J.

BOLIVIA

Bulletin 209/69
Inquiry for citric acid manufacturing machinery; glucose processing machinery; starch extraction machinery. E.S.B. 44660/69/J.

BRAZIL

Bulletin 208/69
Inquiry for oil and petrochemical industry products and equipment. E.S.B. 43498/69/J.

Bulletin 209/69
*Inquiry for hospital equipment – further information. E.S.B. 37050/69/J.

CANADA

Bulletin 207/69
Inquiry for cold-rolling metal equipment; printed circuit material. E.S.B. 41797/69/J.
Inquiry for grinding wheels. E.S.B. 43688/69/J.
1s. Inquiry for flagpoles. E.S.B. 44137/69/J.
Agency inquiry for satin fabric. E.S.B. 43176/69/J.
3s. Inquiry for textile machinery. E.S.B. 43789/69/J.
Inquiry for gas processing plant equipment. E.S.B. 43127/69/J.

Bulletin 208/69
Inquiry for filling and labelling equipment. E.S.B. 42585/69/J.

Bulletin 209/69
Inquiry for steel tubes. E.S.B. 44331/69/J.

Bulletin 210/69
Inquiry for glaziers' tools and supplies. E.S.B. 44747/69/J.
Inquiry for cast-iron protection tubes. E.S.B. 39941/69/J.
Inquiry for hand tools; rubber clothing. E.S.B. 41866 69/J.
Inquiry for biscuits; canned and packaged food products; confectionery; grocery supermarket non-food items. E.S.B. 44204/69/J.

Bulletin 211/69
Agency inquiry for brassware; copperware; ceramics; pottery; wooden items. E.S.B. 44175/69/J.
Inquiry for headwear. E.S.B. 5313/68/J.
Market report on footwear. E.S.B. 39417/69/J.

CEYLON

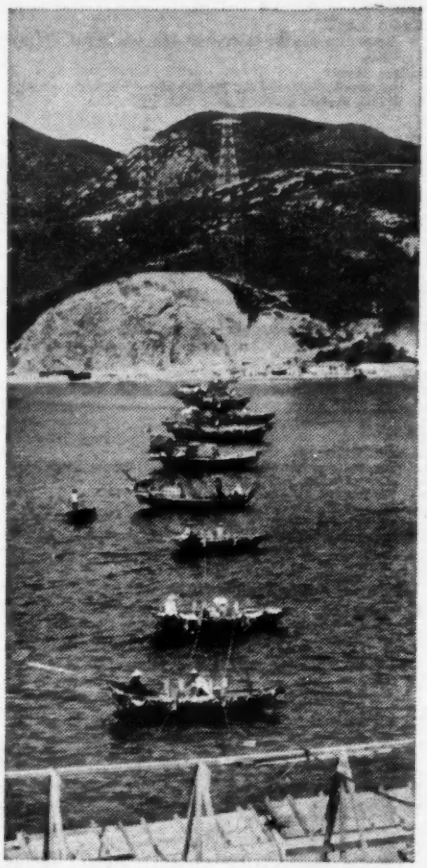
Bulletin 210/69
*Inquiry for textile shuttle component producing equipment. E.S.B. 44220/69/J.

DENMARK

Bulletin 207/69
Inquiry for hosiery; underwear. E.S.B. 43699/69/J.

Bulletin 208/69
3s. Inquiry for lathe. E.S.B. 44116/69/J.
Agency inquiry for tableware. E.S.B. 43664/69/J.
Inquiry for leather. E.S.B. 44334/69/J.
Agency inquiry for scales; weighing machines. E.S.B. 44161/69/J.

Bulletin 209/69
Inquiry for screw clamps. E.S.B. 44725/69/J.



Old-established methods of water transport proved their worth in creating the China Light and Power Co.'s transmission system linking Tsieng Yi Island power station to Kowloon, Hong Kong. These sampans helped British Insulated Callender's Construction Co. in conjunction with the Power Company's engineers to carry cable across the Rambler Channel. The 132kV 3,600 ft. long crossing spans of conductors were supported on 250 ft. high galvanized steel towers, designed and supplied by British Insulated Callender's Construction Co. Ltd.

Bulletin 211/69
Agency inquiry for gift articles; novelties; stopper jars. E.S.B. 17123/69/J.
Agency inquiry for domestic cleaning products; foodstuffs. E.S.B. 44982/69/J.
Inquiry for polyethylene foil. E.S.B. 45165/69/J.

DUBAI

Bulletin 208/69
Inquiry for interior spring mattresses. E.S.B. 44255/69/J.

Bulletin 210/69
Inquiry for curtain materials; mattresses. E.S.B. 44209/69/J

ECUADOR

Bulletin 209/69
Inquiry for lime kiln. E.S.B. 43158/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

EL SALVADOR

Bulletin 207/69
Agency inquiry for steel sheets; vehicle spare parts and accessories. E.S.B. 43491/69/J.
Inquiry for dairy equipment. E.S.B. 31310/69/J.

Bulletin 211/69
*Inquiry for paper. E.S.B. 44751/69/J.

ETHIOPIA

Bulletin 209/69
Agency inquiry for cables; transformers. E.S.B. 44216/69/J.

Bulletin 210/69
Inquiry for camping equipment; casual wear; chemicals; fishing tackle; sports wear. E.S.B. 44356/69/J.

FIJI

Bulletin 207/69
3s. Inquiry for barbed wire; nails. E.S.B. 43975/69/J.

Bulletin 208/69
Agency inquiry for fibre suitcases. E.S.B. 44110/69/J.

Bulletin 211/69
Agency inquiry for tents; paper; shoes. E.S.B. 44288/69/J.

FINLAND

Bulletin 208/69
Agency inquiry for lawn mowers; outboard motors; physical training equipment; power hand tools. E.S.B. 43365/69/J.

Bulletin 209/69
Agency inquiry for paraffin wax. E.S.B. 44242/69/J.

FRANCE

Bulletin 209/69
Inquiry for pharmaceutical raw materials; veterinary raw materials. E.S.B. 44194/69/J.
1s. Inquiry for chucks. E.S.B. 44260/69/J.
Agency inquiry for machine tools. E.S.B. 44162/69/J.
Agency inquiry for insulators; laboratory equipment; measuring apparatus; semi-conductors. E.S.B. 44207/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 207/69
Agency inquiry for electronic counters; laboratory and industrial instrumentations; multi-channel recorders. E.S.B. 43926/69/J.
Inquiry for boiler plant and ancillaries. E.S.B. 43307/69/J.
Agency inquiry for electrical domestic appliances. E.S.B. 39871/69/J.
Manufacture under licence – agency inquiry for plastic making machinery; welding equipment. E.S.B. 43667/69/J.
Agency inquiry for boating accessories; motor car parts and accessories. E.S.B. 3131/69/J.
Agency inquiry for jersey fabrics; lace. E.S.B. 43362/69/J.
Inquiry for small leather goods; plastic handbags. E.S.B. 43788/69/J.
Agency inquiry for boating equipment; hockey equipment; sailing clothing. E.S.B. 43120/69/J.
Inquiry for plastic wrapping materials. E.S.B. 43496/69/J.

Bulletin 208/69
Agency inquiry for belts; gloves; knitwear; scarves. E.S.B. 43920/69/J.
Agency inquiry for do-it-yourself items; glues; pvc braids and cords. E.S.B. 23437/69/J.
Inquiry for cutting tools; drills and taps; steel. E.S.B. 44251/69/J.
Agency inquiry for electrical measuring equipment. E.S.B. 44233/69/J.

Bulletin 209/69
Agency inquiry for dumpers; hoists. E.S.B. 43961/69/J.
Inquiry for cosmetics raw materials. E.S.B. 44258/69/J.
Agency inquiry for china and ceramic tableware. E.S.B. 44346/69/J.
Agency inquiry for chemicals and minerals. E.S.B. 8207/69/J.
*Agency inquiry for bottle-top caps. E.S.B. 44655/69/J.
Agency inquiry for dresses; knitwear. E.S.B. 44392/69/J.
Agency inquiry for knitwear; shirts; young fashions. E.S.B. 44218/69/J.
Agency inquiry fof aerials; cables; condensers; diodes; potentiometers; resistances; radio and television assembly parts; semi-conductors; transistors; voltmeters. E.S.B. 37095/69/J.

Bulletin 210/69
Agency inquiry for fabrics. E.S.B. 44383/69/J.
Inquiry for light metal roofing; sanitary installations; steel doors, gates and windows. E.S.B. 44145/69/J.
Agency inquiry for clay material; disc-brakes; steel castings. E.S.B. 42533/69/J.
Agency inquiry for clothing. E.S.B. 44384/69/J.
Inquiry for yarn. E.S.B. 44906/69/J.

Bulletin 211/69
Inquiry for communication equipment; office equipment; acoustical office equipment. E.S.B. 44126/69/J.
Agency inquiry for control valves. E.S.B. 44910/69/J.
Agency inquiry for chemical analysis instruments; electronic apparatus. E.S.B. 43376/69/J.

Bulletin 212/69
Agency inquiry for chair shells; upholstered furniture, fittings and accessories; upholstery fabrics. E.S.B. 43782/69/J.

GHANA

Bulletin 209/69
Inquiry for belt accessories; clothing; cuff links; handkerchiers. E.S.B. 44414/69/J.
Inquiry for shoe making machinery; footwear components. E.S.B. 44358/69/J.

GREECE

Bulletin 209/69
1s. Inquiry for steel cored bars. E.S.B. 44144/69/J.
Inquiry for educational picture cards. E.S.B. 44139/69/J.

GUATEMALA

Bulletin 207/69
Agency inquiry for light bulbs; sealed beams; tyre patches and tubes. E.S.B. 43388/69/J.

GUYANA

Bulletin 210/69
Inquiry for clothes lines and pegs; cuff links; hair brushes, nets and ornaments; handkerchief sets; tie clips; watch bands. E.S.B. 42371/69/J.

HONDURAS

Bulletin 208/69
Exchange Control. E.S.B. 1209/G/J.

HONG KONG

Bulletin 209/69
Agency inquiry for tool bits. E.S.B. 44147/69/J.

HUNGARY

Bulletin 207/69
Inquiry for drilling machine. E.S.B. 42932/69/J.

Bulletin 210/69
Magyar Import British supplement. E.S.B. 1209/G/J.

Bulletin 211/69
Inquiry for artificial kidney machines. E.S.B. 30924/69/J.

ICELAND

Bulletin 207/69
Inquiry for gloves. E.S.B. 44158/69/J.
Inquiry for road surfacing machines. E.S.B. 43792/69/J.
Inquiry for woollen and synthetic fabrics. E.S.B. 43765/69/J.

Bulletin 209/69
Agency inquiry for pvc film. E.S.B. 44160/69/J.

Bulletin 210/69
Agency inquiry for cables; wires. E.S.B. 44676/69/J.

Bulletin 211/69
Agency inquiry for clothing. E.S.B. 44755/69/J.
Inquiry for clothing fasteners; elastic waistband material. E.S.B. 44094/69/J.
Inquiry for tent poles, pegs and tent making materials. E.S.B. 45107/69/J.

INDIA

Bulletin 209/69
3s. Inquiry for catalysts. E.S.B. 44398/69/J.

Bulletin 211/69
2s. Inquiry for electric lamp manufacturing raw materials. E.S.B. 45102/69/J.

IRAQ

Bulletin 207/69
Agency inquiry for curtains; upholstery fabrics. E.S.B. 43483/69/J.

Bulletin 210/69
1s. Inquiry for glassware production plant; printing equipment. E.S.B. 43016/69/J.
Inquiry for cotton buds manufacturing machinery. E.S.B. 44314/69/J.

Bulletin 211/69
Inquiry for stay rods and plates; wire. E.S.B. 27672/68/J.

IRISH REPUBLIC

Bulletin 207/69
*Inquiry for leather. E.S.B. 43109/69/J.
Agency inquiry for bootee linings. E.S.B. 12806/68/J.
Agency inquiry for bed linen; bedspreads; carpeting; dress and furnishing fabrics; floor covering. E.S.B. 43758/69/J.
Agency inquiry for bulldog grips; shackles. E.S.B. 43715/69/J.
Manufacture under licence/agency inquiry for confectionery. E.S.B. 43452/69/J.

Bulletin 211/069
Inquiry for industrial cleaning products. E.S.B. 43303/69/J.

ISRAEL

Bulletin 207/69
Agency inquiry for roller skates. E.S.B. 43368/69/J.
Agency inquiry for electric irons; electric motors. E.S.B. 43370/69/J.

Bulletin 208/69
Inquiry for welding generators. E.S.B. 44170/69/J.

Bulletin 209/69
Agency inquiry for chamois skins. E.S.B. 44119/69/J.
Agency inquiry for car air-conditioning units; compressors. E.S.B. 44246/69/J.

Bulletin 210/69
Agency inquiry for calorifiers; chemicals; carnauba wax. E.S.B. 44313/69/J.
Agency inquiry for alternators; electronic components; electric motors; pneumatic control gear; vacuum contact relays. E.S.B. 44344/69/J.

ITALY

Bulletin 207/69
Agency inquiry for vending machines. E.S.B. 43352/69/J.
Agency inquiry for confectionery; cosmetics. E.S.B/39794/69/J.
Inquiry for food wrapping machine. E.S.B. 43585/69/J.
Agency inquiry for electronic speed variators; roll forming machines. E.S.B. 43136/69/J.
Manufacture under licence – panels for buildings. E.S.B. 44259/69/J.
Agency inquiry for furnishing textile materials; plastic and metal accessories for the building trade; pvc sheeting. E.S.B. 43184/69/J.

Bulletin 208/69
*Inquiry for riveting machine. E.S.B. 43733/69/J.

Bulletin 209/69
Agency inquiry for scientific instruments. E.S.B. 44257/69/J.
Inquiry for induction heating equipment; furnace. E.S.B. 44376/69/J.
Agency inquiry for carpeting; curtaining material; travel rugs. E.S.B. 44382/69/J.
Agency inquiry for chemical products. E.S.B. 43790/69/J.
Agency inquiry for canvas; linen; poplin; scarves; travel rugs. E.S.B. 44391/69/J.

Bulletin 210/69
Inquiry for blasting equipment. E.S.B. 46666/68/J.

Bulletin 211/69
Agency inquiry for analytical precision balances; centrifuges; cutting-pollishing-rectifying equipment; micro manipulators; microtomes; profile projectors. E.S.B. 44213/69/J.

JORDAN

Bulletin 209/69
Agency inquiry for air-conditioning systems; central heating equipment and accessories; ventilation equipment. E.S.B. 44196/69/J.

KENYA

Bulletin 207/69
Agency inquiry for lighting fittings. E.S.B. 43718/69/J.

KUWAIT

Bulletin 207/69
Agency inquiry for electrical switchgear. E.S.B. 42927/69/J.

Bulletin 208/69
Inquiry for car accessories; electrical appliances; gas cookers. E.S.B. 43753/69/J.
Inquiry for cable. E.S.B. 43623/69/J.

Bulletin 209/69
Inquiry for bedspreads; footwear; outerwear; swimwear; travel goods; underwear. E.S.B. 39749/69/J.
Agency inquiry for biological specimens; electromedical equipment; laboratory equipment; scientific instruments; surgical and hospital specialities and furniture. E.S.B. 20509/68/J.
Agency inquiry for air circuit breaker; cables; transformers. E.S.B. 43754/69/J.
Inquiry for dresses. E.S.B. 44643/69/J.

LEBANON

Bulletin 207/69
Agency inquiry for paper; stationery supplies. E.S.B. 43383/69/J.

MALAWI

Bulletin 209/69
Inquiry for can-making plant. E.S.B. 44351/69/J.

Bulletin 211/69
Inquiry for galvanized mild steel wire; steel tubing, fencing standards and droppers; welded wire mesh machinery. E.S.B. 44123/69/J.
Agency inquiry for cotton and synthetic piece-goods; jams; knitwear; preserved milk and cream; suitings. E.S.B. 28075/69/J.

MALAYSIA

Bulletin 208/69
Pioneer Industries. E.S.B. 1209/G/J.

Bulletin 211/69
Inquiry for portable lighting set. E.S.B. 44782/69/J.

MALTA

Bulletin 207/69
Agency inquiry for air-conditioning units; boilers; water coolers and softening equipment. E.S.B. 43461/69/J.
Agency inquiry for biscuits; confectionery; steel windows and doors. E.S.B. 43418/69/J.
Agency inquiry for baths; sanitaryware. E.S.B. 32089/69/J.
Agency inquiry for fertilizers; irrigation equipment. E.S.B. 43738/69/J.

MEXICO

Bulletin 211/69
Agency inquiry for audio-visual equipment; educational construction kits; laboratory equipment and scientific models. E.S.B. 44375/69/J.

MOROCCO

Bulletin 209/69
Inquiry for milling machine. E.S.B. 44316/69/J.

NEW ZEALAND

Bulletin 207/69
Inquiry for exhaust fume measuring devices; fifth wheels; trailer landing legs; trailer turntables. E.S.B. 40516/69/J.

Bulletin 209/69
Manufacture under licence – writing instruments. E.S.B. 44154/69/J.

Bulletin 211/69
Inquiry/manufacture under licence – industrial control equipment; measuring instruments; rectifier equipment. E.S.B. 44177/69/J.

NIGERIA

Bulletin 209/69
Inquiry for cables. E.S.B. 44359/69/J.
Inquiry for hospital equipment. E.S.B. 44762/69/J.

NORWAY

Bulletin 207/69
*Agency inquiry for adhesives for wall coverings; glass fibre and vinyl wall coverings; felt. E.S.B. 43770/69/J.

Bulletin 208/69
Inquiry for dog collars; leads and fittings; saddlery; shoes. E.S.B. 43910/69/J.

Bulletin 210/69
Agency inquiry for concrete mixers; container handling equipment; palletizing machinery; trucks. E.S.B. 20883/69/J.

PAKISTAN

Bulletin 209/69
Inquiry for heat resistant glass. E.S.B. 44386/69/J.
Agency inquiry for laboratory equipment; scientific instruments. E.S.B. 34143/69/J.

Bulletin 210/69
1s. Inquiry for cotton spinning unit. E.S.B. 38213/69/J.

Bulletin 211/69
Inquiry for woollen yarn spinning plant machinery. E.S.B. 44976/69/J.

PERU

Bulletin 207/69
Inquiry for hospital, laboratory and X-ray equipment; artificial kidney machines; surgical instruments. E.S.B. 43925/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 207/69
Agency inquiry for serum; vaccine. E.S.B. 44113/69/J.

Bulletin 208/69
Inquiry for chemicals; gaskets; insulating materials. E.S.B. 42766/69/J.

POLAND

Bulletin 208/69
Inquiry for electronic tuning equipment; pneumatic tools; pumps. E.S.B. 44232/69/J.

PORTUGAL

Bulletin 211/69
Agency inquiry for electronic equipment for ships. E.S.B. 36353/69/J.

QATAR

Bulletin 208/69
Agency inquiry for air compressors; bench vices; hand tools; spray guns. E.S.B. 41877/69/J.

RUMANIA

Bulletin 209/69
Inquiry for cigarette lighters; pens and pencils; pipes; record players; transistor radios. E.S.B. 44363/69/J.

Bulletin 211/69
Inquiry for cosmetics; photographic equipment; spirits. E.S.B. 44363/69/J.

SAUDI ARABIA

Bulletin 207/69
Inquiry for cotton wool production plant. E.S.B. 43988/69/J.

SEYCHELLES

Bulletin 210/69
Inquiry for building materials. E.S.B. 44231/69/J.

SINGAPORE

Bulletin 207/69
Agency inquiry for bib and stop cocks; toilet seats; valves. E.S.B. 43469/69/J.
Agency inquiry for bronze rods; copper and bronze pipes and plates; ingots; motor car spare parts; ship plates and bars; tinplate. E.S.B. 43339/69/J.

SOUTH AFRICA

Bulletin 209/69
Agency inquiry for electro-medical, laboratory, medical, scientific and surgical equipment. E.S.B. 40585/69/J.

Bulletin 210/69
Inquiry for felt. E.S.B. 44692/69/J.

SOUTHERN YEMEN

Bulletin 211/69
Inquiry for dry ginger; newspapers. E.S.B. 44608/69/J.

SPAIN

Bulletin 207/69
Inquiry for refuse pulverizing plant. E.S.B. 43912/69/J.
Inquiry for milk and milk products packaging plant and equipment. E.S.B. 44127/69/J.
Inquiry for milling machines. E.S.B. 24625/68/J.

Bulletin 208/69
Manufacture under licence – light machinery and tools for building trade. E.S.B. 35112/69/J.

Bulletin 209/69
Inquiry for pulp and paper manufacturing machinery and appliances. E.S.B. 39548/69/J.

Bulletin 211/69
Inquiry for architectural fittings; interior decoration articles. E.S.B. 43759/69/J.

SUDAN

Bulletin 207/69
Inquiry for gypsum manufacturing equipment. E.S.B. 43636/69/J.

SWEDEN

Bulletin 209/69
Inquiry for foodstuffs. E.S.B. 18632/69/J.

SWITZERLAND

Bulletin 207/69
Agency inquiry for car accessories; racks; storage equipment. E.S.B. 42058/69/J.
*Inquiry for polyvinyl chloride. E.S.B. 43426/69/J.
Agency inquiry for garage equipment. E.S.B. 43671/69/J.
Inquiry for X-ray equipment accessories. E.S.B. 43685/69/J.
Inquiry for floor coverings. E.S.B. 43929/69/J.
Agency inquiry for clothing. E.S.B. 44112/69/J.
Agency inquiry for canned food; fruit; shellfish. E.S.B. 43679/69/J.

Bulletin 209/69
Inquiry for clothes; gift articles; preserves; riding accessories and clothes; shortbread; toffees; toiletries. E.S.B. 39869/69/J.
Inquiry for cardigans; skirts. E.S.B. 44174/69/J.

Bulletin 210/69
Agency inquiry for rubber rings, seals and mouldings. E.S.B. 44190/69/J.
Inquiry for aerosol containers; chemicals. E.S.B. 44944/69/J.
Inquiry for curtains; furniture covers; shoe polish; travel goods. E.S.B. 20825/69/J.

Bulletin 211/69
Inquiry for carpets. E.S.B. 43929/69/J.
Inquiry for speciality foodstuffs. E.S.B. 44968/69/J.

TANZANIA

Bulletin 208/69
Inquiry for bakery machinery; canning machinery. E.S.B. 34871/69/J.

TRINIDAD/TOBAGO

Bulletin 207/69
Agency inquiry for iron pipes. E.S.B. 43431/69/J.
Agency inquiry for canned foods; contract carpeting; security office equipment. E.S.B. 42204/68/J.

TURKEY

Bulletin 207/69
*Inquiry for pigments; paint raw materials. E.S.B. 20323/69/J.

Bulletin 208/69
Inquiry for steel strip. E.S.B. 26064/69/J.

UGANDA

Bulletin 211/69
Inquiry for breakfast cereals; chocolates; sugar confectionery. E.S.B. 44399/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 207/69
Inquiry for fluorescent lamp making machinery. E.S.B. 43915/69/J.
Inquiry for vibrating screens. E.S.B. 44115/69/J.

Bulletin 208/69
Inquiry for flexible tubing. E.S.B. 43918/69/J.
2s. Inquiry for workshop equipment. E.S.B. 44186/69/J.

UNITED STATES OEF AMERICA

Bulletin 207/69
Agency inquiry for restaurant and bakery equipment. E.S.B. 43760/69/J.
Inquiry for electro-medical equipment. E.S.B. 43933/69/J.

Bulletin 209/69
*Inquiry for zinc alloy die castings. E.S.B. 41245/69/J.
Inquiry for chain; fence posts; hydraulic hose. E.S.B. 44724/69/J.
Agency inquiry for sports goods; footwear and clothing. E.S.B. 44279/69/J.

Bulletin 210/69
Inquiry for burrs for pulp stores; blades. E.S.B. 43420/69/J.
Inquiry for bicycles; building materials; camping equipment; garden tools; hand tools; light fixtures; shot-guns and ammunition. E.S.B. 43465/69/J.
*Inquiry for sports coatings. E.S.B. 43432/69/J.
Inquiry for candy and chocolate bars. E.S.B. 42981/69/J.
*6s. Inquiry for iron castings. E.S.B. 41728/68/J.

Bulletin 211/69
Inquiry for air compressors; pumps. E.S.B. 44981/69/J.
Inquiry for cast iron fittings. E.S.B. 12914/69/J.
Inquiry for aircraft cable; reduction boxes; roller chain and sprockets; valves and flanges. E.S.B. 44716/69/J.

VARIOUS

Bulletin 207/69
United Nations Development Programme – Special Fund. E.S.B. 43430/69/J.

Bulletin 211/69
Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

VENEZUELA

Bulletin 210/69
Agency inquiry for domestic electrical appliances; hardware; tools. E.S.B. 44317/69/J.

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BELGIUM, FRANCE, SPAIN, NORWAY, SWEDEN

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Decisions and Directive which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Decisions and Directive may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Directive No. 69/354/CEE relates to the fixing of the time allowed for the processing of certain agricultural products under the inward processing traffic system (*Journal Officiel* No. L264 dated October 22, 1969).

Decision No. 69/365/CEE further modifies **Decision No. 69/350/CEE** fixing the maximum compensatory amounts that Germany is authorized to levy on the import of certain products (*Journal Officiel* No. L266 dated October 24, 1969).

CORRECTION

The *Board of Trade Journal* dated October 29, 1969 (page 1200), contains an announcement about **Decision No. 69/353/CEE** fixing the maximum compensatory amounts that Germany is authorized to levy on the import of certain products in the cereals, rice, sugar, milk and milk products and cattlemeat sectors. The *Journal Officiel des Communautés Européennes* No. L264 dated October 22, 1969 contains a correction to this Decision.

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2058/69 (*Journal Officiel* No. L263 dated October 21, 1969) and **Regulation (CEE) No. 2103/69** (*Journal Officiel* No. L268 dated October 25, 1969) modify the levy for olive oil from Morocco.

SUGAR

Regulation (CEE) No. 2049/69 establishes the general rules relating to the denaturation of sugar for animal foodstuffs (*Journal Officiel* No. L263 dated October 21, 1969).

Regulation (CEE) No. 2061/69 establishes the methods of application relating to the denaturation of sugar for animal foodstuffs (*Journal Officiel* No. L263 dated October 21, 1969).

Regulation (CEE) No. 2067/69 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L264 dated October 22, 1969).

Decision No. 69/359/CEE relates to the first partial adjudication, effected under the provisions of Regulation (CEE) No. 1965/69, for fixing the maximum amount of the refund for white sugar (*Journal Officiel* No. L265 dated October 23, 1969).

Regulation (CEE) No. 2098/69 completes **Regulation (CEE) No. 1669/69** relating to certain measures to be taken in the sugar sector following the devaluation of the French franc (*Journal Officiel* No. L268 dated October 25, 1969).

Regulation (CEE) No. 2100/69 concerns an adjudication for determining the denaturation premiums for white sugar for animal foodstuffs (*Journal Officiel* No. L268 dated October 25, 1969).

Regulation (CEE) No. 2101/69 modifies **Regulation (CEE) No. 782/68** in so far as it concerns concluding storage contracts for sugar purchases by the intervention agencies (*Journal Officiel* No. L268 dated October 25, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2059/69 relates to the sale of powdered skimmed milk, from public stock, intended for export (*Journal Officiel* No. L263 dated October 21, 1969).

Regulation (CEE) No. 2060/69 modifies **Regulation (CEE) No. 1871/69** relating to a regular adjudication for fats coming from milk, intended for the manufacture of fat blends and held by the German, French and Dutch intervention organizations (*Journal Officiel* No. L263 dated October 21, 1969).

Regulation (CEE) No. 2073/69 modifies **Regulations (CEE) Nos. 1285/69** and **1286/69** relating to provisions for regular auctions for powdered skimmed milk (*Journal Officiel* No. L265 dated October 23, 1969).

Regulation (CEE) No. 2099/69 modifies **Regulation (CEE) No. 1285/69** relating to provisions for regular auctions for powdered skimmed milk, intended for processing into swine or poultry fodder and held by the intervention organizations (*Journal Officiel* No. L268 dated October 25, 1969).

CEREALS

Decision No. 69/358/CEE relates to supplementary drying charges for cereals held by the French Intervention Organization (*Journal Officiel* No. L264 dated October 22, 1969).

Tariff quotas in the EEC

THE *Board of Trade Journal* dated January 10, 1969, contained an announcement about **Regulation (CEE) No. 2113/68** setting up a community tariff quota for 750,000 tonnes of newsprint (common customs tariff No. 48.01 A) at a 'nil' rate of duty. The *Journal Officiel des Communautés Européennes* No. L263 dated October 21, 1969, contains the text of **Regulation (CEE) No. 2050/69** increasing this quota from 750,000 tonnes to 1,048,500 tonnes, allocated on the following basis:

Germany	685,000 tonnes
France	117,000 tonnes
Italy	4,250 tonnes
Netherlands	176,250 tonnes
Belgo-Luxembourg Economic Union	66,000 tonnes

The *Board of Trade Journal* dated July 9, 1969 (page 129) contained an announcement about **Regulation (CEE) No. 1179/69** setting up a community tariff quota, for the period June 16, 1969 to February 14, 1970, for 46,000 tonnes of herrings, fresh, frozen or chilled, whole, headless or in pieces (common customs tariff No. 03.01 B1(a) 2(aa)) at a 'nil' rate of duty. The *Journal Officiel des Communautés Européennes* No. L263 dated October 21, 1969, contains the text of **Regulation (CEE) No. 2051/69,** increasing this quota from 46,000 tonnes to 98,560 tonnes, 88,704 tonnes of which have been allocated on the following basis:

Germany	71,200 tonnes
France	2,100 tonnes
Italy	250 tonnes
Netherlands	11,374 tonnes
Belgo-Luxembourg Economic Union	3,780 tonnes

The remaining 9,856 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation.

Details of the methods of allocation and of the conditions attached to both quotas may be obtained from the Export Services Branch at the address given below.

The French texts and details of all Regulations referred to may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Customs modifications

THE FRENCH *Journal Officiel* of October 18 announced modifications to the French customs tariff with effect from October 20.

The modifications are in accordance with EEC Regulation No. 1972/69 of October 6, 1969, which completes previous EEC Regulations Nos. 1025/68 and 1072/68 concerning definitions of carcases of the bovine species, and consequently amend the additional notes of Chapter 2 of the French customs tariff.

Inquiring relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Duty quota for imports of newsprint

FOLLOWING EEC Regulations Nos. 2113/68 and 2050/69 allocating amounts to member countries for various products (see *Journal* of February 21, 1969, page 77), the French *Journal Officiel* of October 24 announced an amendment to the quantity for imports into France for the year 1969 of goods under the following tariff heading:

Tariff No.	Description	Quota amount (metric tons net)
48.01 A	Newsprint	117,000

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

PORTUGAL

Import under drawback: anhydrous ammonia

PORTUGUESE *Diario do Governo*, 1st Series, No. 232 of October 3, 1969, published Order No. 24330 which authorized the import, under drawback, until December 31, 1969, of anhydrous ammonia. This import under drawback is permitted only by prior authorization of the Inspectorate General of Agricultural and Industrial products, and provided that the anhydrous ammonia is for the manufacture, for export, of nitgrogenous fertilizers of inorganic origin or obtained by chemical means.

On export of the fertilizers, duty will be refunded corresponding to the amount of anhydrous ammonia utilized in their manufacture.

The fertilizers referred to in the preceding paragraph will be

(*Continued on next page*)

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PORTUGAL, *continued*

subject to compulsory analysis in order to determine the nitrogen content, which will be calculated as anhydrous ammonia by means of the following formula:

$$X = \frac{a \times 17}{14}$$

X = the content of anhydrous ammonia on which duty is to be refunded

a = nitrogen content (shown by analysis) of the fertilizer

The export of the nitrogenous fertilizers of inorganic origin or obtained by chemical means, as referred to in this Order, will be permitted for up to two years from the date of import of the raw material concerned.

Order No. 23665 of October 21, 1968, is hereby cancelled.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 460 and 462).

Addition of note to import tariff

PORTUGUESE *Diario do Governo*, 1st Series, No. 235, of October 7, 1969, published Decree Law 49291 which adds the following note to the import tariff:

84.38.....
01.....
02.....
Parts and accessories.

Note:

Parts and accessories intended for machines falling within headings 84.36, 84.37 and 84.38 will be exempt from import duty when imported by Portuguese manufacturers who make such machinery and who will use the parts and accessories exclusively in their manufactures.

This exemption will be effective only when a report by the Inspectorate General of Agricultural and Industrial Products shows that such parts and accessories are not produced economically in Portugal.

The use of parts and accessories otherwise than as shown above will be regarded as evasion of the duties to which they would have been liable had they not been exempted under this concession.

Manufacturers must record in a special ledger the amounts imported and the number of machines manufactured and must make available, for examination by the Customs Inspectorate, any details necessary for verification of use and for checking of stocks.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462).

Amendments to the tariff

PORTUGUESE *Diario do Governo*, 1st Series, No. 202 of August 29, 1969, published Decree Law No. 49214 which notified the following amendments to the import tariff:

TARIFF

A. Chapter 55
Line 1
Amend 'Note – The English count...' to
read 'Notes – *1. The English count...'
Paragraph 3
Amend 'A tolerance of...the yarn count.'
to read '*2. A tolerance of...the yarn count in respect of yarns falling within sub-heading 55.05.01.'

B. 74:19:01
Delete '...hooks, buckles...hooks and eyes for footwear...'
and add 'thimbles' after '...other than ornamental...'

C. 84:21
Add a new sub-heading:

	Max. rate	Min. rate
01 'Sprinkers and sprays for watering'. Esc. per kg.	1.04	0.52

Current sub-headings 01-05 should now read 02-06

D. 87:14:10
Amend from 'Not specified' to 'Other'.

The same Decree Law No. 49214 notified the following amendments to the preliminary instructions in the *Bulletin International des Douanes*.

PRELIMINARY INSTRUCTIONS.

A. Article 4
Paragraph 2; *Line* 2
Delete: 'provided for in the text of the tariff and.'
Paragraph 2; *Line* 8
Amend '48.01.08; 48.10.01 and 98.11.01.' to read
'48.01.08 and 48.10.01.'

B. Article 17
Section 5; *Line* 4
Amend 'Reparticao' to read 'Reparticao Provincial.'
Section 8a; Line 3
Amend '...this limit shall amount to...'
to read'...this amount shall be less than...'

C. Article 32
Delete lines 1 and 2 of paragraph 2

D. Article 71
Line 2
Delete '...but which may...industrial purpose,...'

E. Article 88
Section 5; *Line* 1
Amend 'Manufactures of gold or silver...' to
read 'Manufactures of platinum, gold or silver...'

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

Addition to tariff note and to list of duty-free articles

PORTUGUESE *Diario do Governo*, 1st Series, No. 235 of October 7, 1969, published Decree Law No. 49292 which introduced the following addition to a note in the import tariff:

48.01.....
09.....

Note:

Paper suitable ..... 80 centavos under the minimum tariff

Paper suitable ..... 1 escudo under the minimum tariff

Straw paper and semi-chemical pulp paper of substance 112, 125 and 140 grammes, suitable for the manufacture of corrugated board, will, when imported by firms possessing plant suitable for that purpose, be liable on import to rates of 1.00 escudo under the maximum tariff and 50 centavos under the minimum tariff

Thes duty rates ..... verification of use and the control of stocks.

The same Decree Law notified the following amendment to the list published with Decree Law No. 47958 of September 25, 1967, which brought up to date the list of items subject to Article 3 of the Stockholm Convention:

Heading	Sub-heading	Description
48.01		Paper and paper board (including cellulose wadding), machine-made, in rolls or sheets.
	ex 09	Paper suitable for printing of punched cards for statistical machines, paper suitable for use in the manufacture of thermolaminates, and straw paper and semi-chemical pulp paper of substance 112, 125 and 140 grammes, suitable for use in the manufacture of corrugated paperboard, in accordance with the terms of the note to the present tariff sub-heading.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462).

IRISH REPUBLIC

Importation of dogs and cats

THE MINISTER for Agriculture and Fisheries in the Irish Republic has made an Order entitled the Importation of Dogs and Cats Order of 1929 (Amendment) Order 1969 under the Diseases of Animals Act, 1966, the effect of which is to prohibit the importation of dogs and cats from Great Britain, the Channel Islands and the Isle of Man except under licence issued by the Department of Agriculture and Fisheries. The issue of a licence will be subject to the requirement that a dog or cat so imported must undergo detention and isolation in an approved quarantine premises in the country for a period of at least six months immediately following importation.

The Order came into operation at midnight on October 26-27, 1969.

Copies of the Order may be obtained from the Department of Agriculture and Fisheries (Animal Health Division), 121 Lower Baggot Street, Dublin 2.

Import quota: electric filament lamps

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934 to 1964:

Quota Order	Commodity	Quota period	Quota
31	Certain electric filament lamps	December 1, 1969 to November 30, 1970	121,000 articles

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

CYPRUS

Import regulations

THE BOARD OF TRADE has received copies of Cyprus Government Notices Nos. 600 and 702, which appeared in the Republic's *Official Gazettes*, dated July 18 and August 29, 1969, respectively.

The effect of these notices is to amend the Imports Regulation Law (Law 49/1962 and 7/1967) Order under section 3(1), as given in Cyprus Government Notice No. 327 and published in the *Board of Trade Journal* of August 9, 1968, pages 440 to 442.

The First Schedule of the above Order is amended by:

(a) the addition of the goods specified below:

10.06 Rice, glazed or polished except that imported in boxes for retail sale.

73.18 Iron pipes other than of cast iron or steel, black or galvanized, attached, of half inch internal diameter up to four inches (both inclusive).

84.10 Pumps of any kind for liquids, not including pumps which are being used for the retail sale of beer or petrol or for motor vehicles.

85.01 Electric generators and parts thereof.

and (b) the deletion of the goods specified below:

84.10 Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket chain, screw band and similar kinds.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ISRAEL

Import regulations: fruit purees and pastes

FRUIT PUREES and pastes of the following description may now be imported freely under permit from the Israeli Ministry of Commerce and Industry.

Tariff Number	Description	Import Duty
20.06.4000	Purees and pastes made from peaches	60%
20.06.9900	Other fruit purees and pastes	45%

Regulations concerning the labelling and packaging of these items have been issued. Packaging and labelling regulations have also been issued for the import of anchovies.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

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LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
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NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
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SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.	0703-23731

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IRAN, IRAQ AND SAUDI ARABIA

Cholera precautions

THE IRANIAN authorities have removed the restriction on air travellers from Kabul who possess valid smallpox and cholera certificates.

Travellers entering Iran from Iraq by land are being detained in quarantine at the frontier pending the examination of specimens, even if they hold valid international certificates of cholera inoculations. Quarantine may last several days. Travellers from Iran may be similarly treated on entering Iraq.

The Saudi Arabian authorities are treating Iran as a cholera area as a precautionary measure following unconfirmed reports that cases have occurred there recently.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508 Iran, 2357 Iraq, or 2221 Saudi Arabia).

KENYA

Merchandise marks (tyres and tubes)

LEGAL NOTICE No. 213, published in the *Kenya Gazette* Supplement No. 75 of October 10, reads as follows:

'The Merchandise Marks (Tyres and Tubes) Order, 1969.

1. This Order may be cited as the Merchandise Marks (Tyres and Tubes) Order, 1969.
2. Save as hereinafter mentioned, the importation on or after January 1, 1970, of any tyre, tube, flap, retread material or raw material or component required for the manufacture thereof is hereby prohibited unless there are applied thereto in a conspicuous manner words in English stating clearly the country in which it was made or produced.
3. This Order shall not apply to the importation of:
   (1)a tyre or tube designed for use on an aircraft or bicycle;
   (2)a tyre or tube being part of and mounted on an assembled motor vehicle;
   (3)a solid industrial tyre.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

LIBYA

Use of Arabic

LIBYAN Government Departments are now requiring that all correspondence with them should be conducted in Arabic.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

CEYLON

Import licensing of drugs

CEYLON IMPORT Control Notice No. 20/69 contains an additional list of proprietary drugs, non-proprietary preparations and dental materials which may be imported on licences issued under Quota Item No. D.1, and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SUBSCRIPTIONS AND SALES

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NEW ZEALAND

Tariff and Development Board report

COPIES OF the following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321). Reference CRE 718/69.

Tariff Item	Description
82.01.01 81.01.02	Spades

Emergency Protection Authority reports

COPIES of the following New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tairff Item	Description
70.08.00	Safety glass, consisting of laminated glass, shaped or not.
73.40.45	Animal and vermin traps; mouse and rat traps; other animal and vermin traps other than rabbit traps and other double-jawed traps.

JAPAN

Import liberalization

THE FOLLOWING additions have been made to the Japanese list of commodities for which import licences are issued without restriction:

Tariff Item No.	Description of Goods
22.09-1-(2)	Brandy (including cognac).
ex 22.09-2-(1)	Liqueurs (excluding elixier Korean ginseng).
ex 84.35-1	Automatic printing machines of the relief and lithographic, sheet feed type excluding offset press with a size not more than 364 mm. by 515 mm.
ex 84.41-1-(2)	Other sewing machines (excluding straight line rock-stitching industrial sewing machines of not less than US$40.00 per set in c.i.f. value).
ex 85.21-1	Thermionic valves and tubes of not less than US$5.00 per piece in c.i.f. value (excluding cathode ray tubes for television receivers).

Inquiries about this notice should be addressed to Commercia Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2123).

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentive (Relief from Income Tax) Act, 1967:

Industries	Products
Petroleum products	Base lubricants and by-products

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance, Singapore, before November 24, 1969, of his objections and of the grounds on which they are based.

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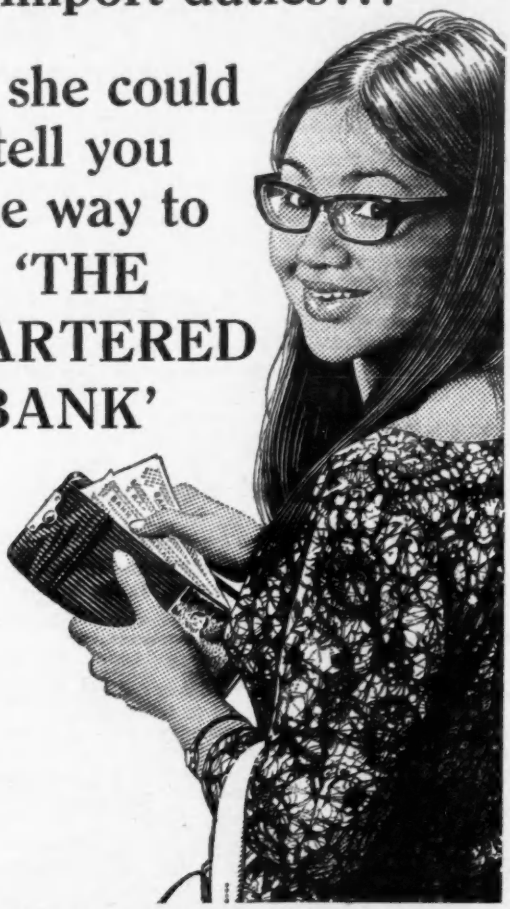

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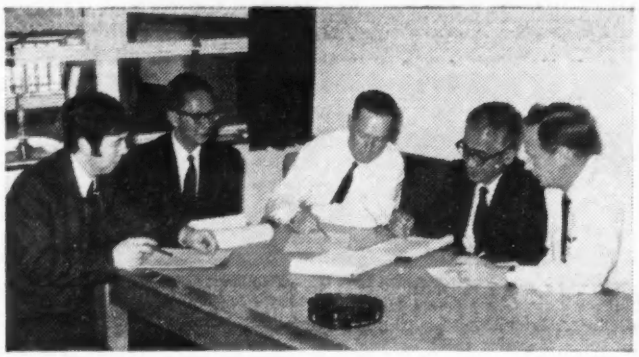

Dr. Shigeki Nishitake and Mr. A. Sugiura from Fujitsu Ltd., Japan, pictured during their recent visit to the Chelmsford works of English Electric Valve Co. Ltd. The photograph shows from left to right: Mr. D. L. G. Edwards, Cornes & Co. Ltd., EEV's representatives in Japan; Dr. Shigeki Nishitake, manager, Radio Wave Department, Communications Division, Fujitsu Ltd.; Mr. R. D Nixon, head of the Application Engineering Department of the EEV Light Conversion Devices Devision; Mr. A. Sugiura, Foreign Department, Fujitsu Ltd.; Mr. W. E. Turk, marketing manager (Phototubes), Commercial Division, EEV.

AUSTRALIA

Tariff Board inquiry on insulators for electric power transmission

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether insulators for electric power transmission (tariff item 85.25) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

Pending the inquiry, interim anti-dumping action in the form of cash securities have been introduced by the Australian Department of Customs and Excise on the above goods which are entered into Australia for home consumption on or after Novemer 17, 1969.

This matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than **November 24.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advice the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 2022/69.

BRAZIL

Minimum values

A LIST of items in respect of which minimum values (i.e. official valuations) are applied on imports into Brazil is available for inspection at the Tariff Section of Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

TRINIDAD AND TOBAGO

Prompt forwarding of documents

THE TRINIDAD Chamber of Commerce have asked that attention be drawn to the fact that there appears to be undue delay in the forwarding by some British suppliers of bills of lading, invoices and

Continued on page 1269

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC

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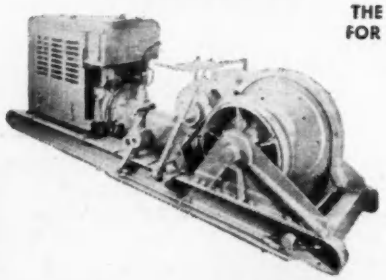

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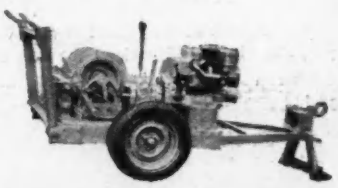

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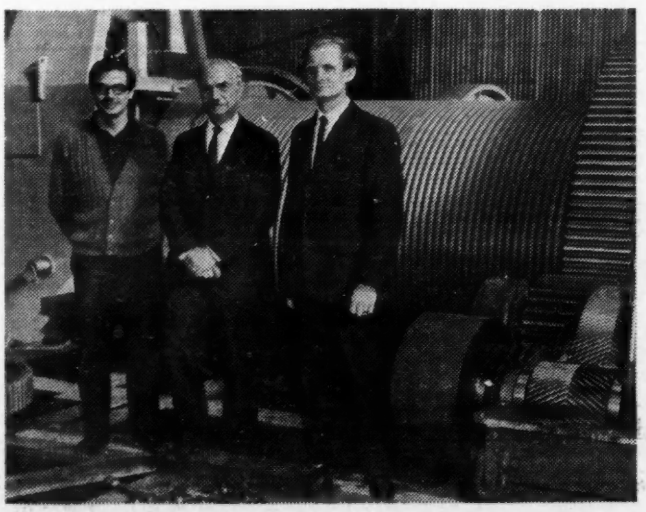

Among the overseas visitors to Stothert & Pitt recently was Engineer Jose Meirelles of Centrais Eletricas de Sao Paulo (left) seen here with his father, Senhor Manoel Villela Meirelles, a director of the cement company, Itau Cimento, and Mr. Arnold Robinson, assistant chief engineer (Cranes), on the right. The party is standing on the machinery frame of the third of five giant jib cranes which Stothert & Pitt are supplying to CESP for use on the construction of a barrage in connection with the Ilha Solteira bridge on the Parana river in Brazil.

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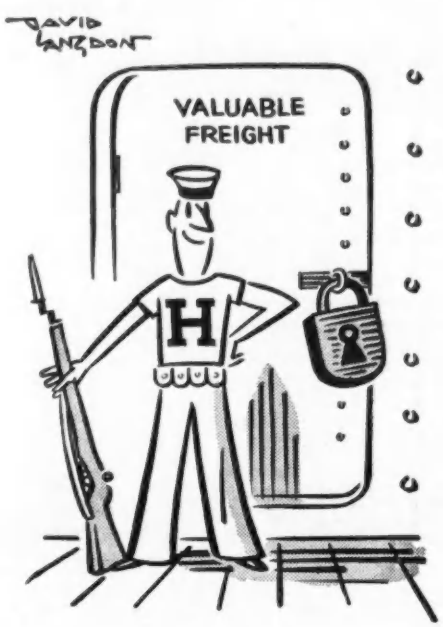

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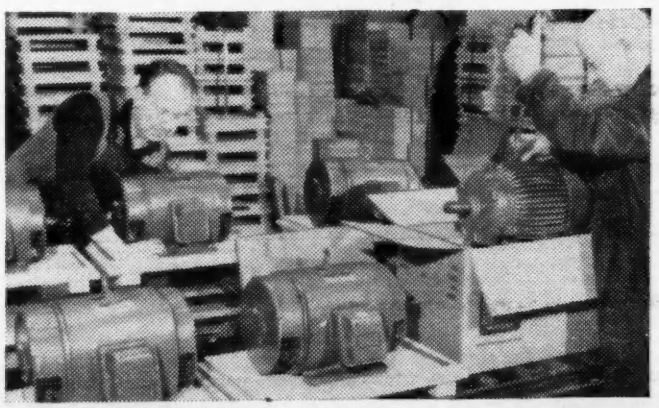
Walla Walla?...
Dawson Creek?



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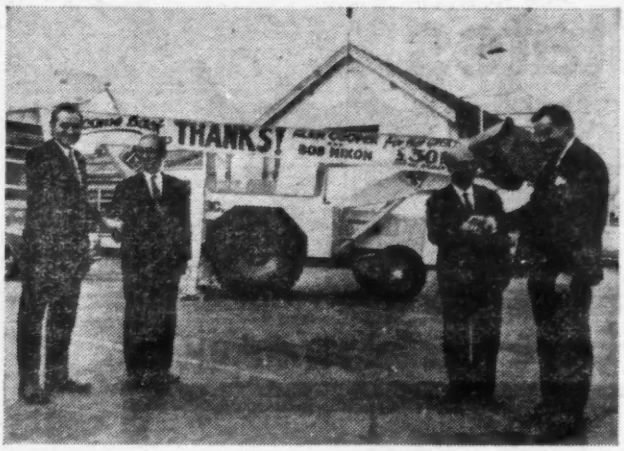
TRINIDAD AND TOBAGO, *continued*

other essential shipping documents to Trinidad required for the release and customs clearance of goods.

Delay in the receipt of such documents often results in demurrage and other expenses being incurred for goods held on the quayside or stored in bonded warehouses and those concerned with the export of goods to Trinidad are reminded of the necessity for the prompt forwarding of documents by airmail either directly to the consignee or to a bank when against collection or acceptance.

£30 MILLION AGREEMENT



A manufacturing agreement which will result in exports to a minimum value of £30 million over the next 10 years has been negotiated in Japan by J. C. Bamford Excavators Ltd., of Uttoxeter, Staffs. The agreement, which covers part-manufacture of excavator/loaders and tracked excavators, includes a firm requirement for 650 machines during 1970 valued at over £3 million. It is confidently expected that demand over the 10-year period will increase, resulting in exports of JCB equipment to Japan worth approximately £50 million. The new agreement was negotiated by Mr. A. Cooper, manufacturing director; and Mr. R. C. N. Nixon, JCB's legal adviser. Pictured from left to right are: Mr. A. Cooper, Mr. A. Kawai, works director of Kisha Seizo Kaisha of Tokyo; Mr. T. Kijima, business director KSK; and Mr. R. C. N. Nixon, after completing negotiations.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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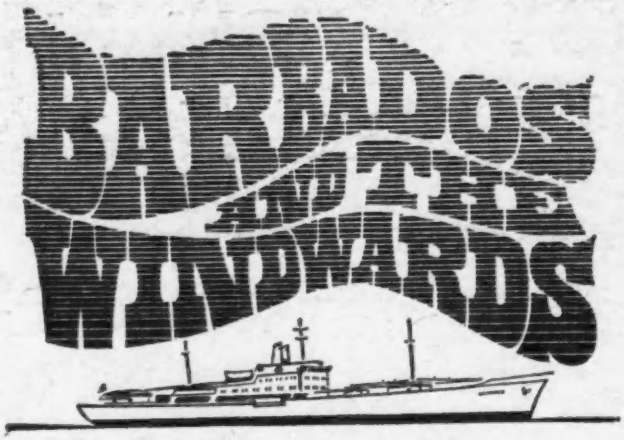

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Here are some examples of Plan II½ piggyback charges and savings between railroad yards at origin and destination within the U.S.A. for 2-trailer shipments. Savings can also be achieved for 1-container shipments.

For information, rates and savings for shipments between other cities as well as other types of service at the Port of Baltimore, contact one of the Maryland Port Authority regional managers listed below.

BETWEEN		CHARGES (2 trailers, 73,500 lbs.)	SAVING
Baltimore New York Norfolk	Chicago	$553.00 $620.00 $629.00	Save up to $76 via Baltimore
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CHILE

Customs schedule amendments

THE FOLLOWING AMENDMENTS were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific Duty Gold Pesos	*Ad val.* Duty
29.04.01.02	Propyl alcohols	KN Free	50%
44.23.01	Oars and paddles	Each Free	100%
48.01	Add new sub-heading:		
48.01.10	For the manufacture of special papers:		
48.01.10.01	Base paper and paperboard with watermark 8 cm apart (tolerance † 4 mm) for the manufacture of coated paper and paperboard for any use	KG 0·70	55%
48.01.10.99	Other	KG Free	240%
48.01.02	Paper in rolls or sheets for printing cheques	KG Free	150%
48.15.06	Gummed paper and paperboard	KL Free	150%
49.11.99	Other commercial printed matter	KL 25·00	50%
73.31.01.99	Other nails	KG Free	140%
73.31.99.99	Other tacks, staples, etc.	KG Free	140%
73.31.01	Insert new sub-heading:		
73.31.01.04	Spikes for golf shoes	KG Free	160%
76.16	Insert new sub-heading:		
76.16.03	Toggle nuts for fixing to hollow walls	KG Free	115%
84.06.99.02	Internal combustion piston engines, with built-in gearbox, for public service type passenger vehicles	KG Free	5%
84.47.01.99	Other planing, sandpapering and matching machines	KG 0·20	125%
84.52.01.01	Adding and subtracting machines	KG Free	185%
84.52.01.99	Other calculating machines	KG Free	185%
84.52.02	Accounting machines	KG Free	200%
84.53	Statistical machines	KG 0·20	200%
89.01.99.01	Olympic-standard watercraft	Each Free	100%
93.04.01	Sport and target shooting guns, rifles and carbines	KL Free	160%
97.06	Insert new sub-headings:		
97.06.02	For athletics	KL Free	100%
97.06.03	For gymnastics	KL Free	100%
97.06.04	For water-skiing	KL Free	160%
97.06.05	For handball	KL Free	100%
97.06.06	For golf	KL Free	200%
97.06.07	For polo	KL Free	200%
97.06.08	For tennis	KL Free	100%
97.06.09	For clay pigeon shooting	KL Free	160%
97.06.99	Others	KL Free	140%

CANADA

Use of cyclamates

IN A RECENT statement on the use of cyclamates the Canadian Minister of National Health and Welfare announced that he had decided to phase out the use of the chemical as an artificial sweetener in Canada as follows:

Dietetic soft drinks and mixes	November 30, 1969
Dietetic jams, jellies, desserts, ice cream, bakery products, etc.	April 1, 1970
Pediatric drugs	June 1, 1970
Dietetic canned fruits	September 1, 1970

Notes:

The dates specified are those after which the product cannot be sold.

The pediatric drugs referred to are antibiotic syrups containing cyclamates. Other drugs containing cyclamates and the synthetic sweeteners required by diabetics are being given further consideration.

Changes in customs tariff

THE CANADIAN GOVERNMENT have issued Order in Council PC 1969–1811 dated September 24, 1969, making certain changes and extensions in the Canadian customs tariff.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
19755-1	Paper or fibreboard, decorated or not, of a kind not produced in Canada, for use only in the manufacture of goods described in headings 93901 to 93905 (Expires June 30, 1970)	Free	Free	25%
85600-1	Pigments, with or without dispersing agents, whether or not aqueous dispersion, binders therefor; inks, binders therefor; all for use in the coating, colouring or printing of textiles (Expires June 30, 1970)	Free	Free	25%
85700-1	Chemicals for use in the manufacture of steroid derivatives (Expires October 31, 1971)	Free	Free	25%
86000-1	Materials of a kind not produced in Canada for use only as catalysts in the refining of petroleum (Expires October 31, 1970)	Free	Free	25%
92823-2	Iron oxide for use in the manufacture of magnetic recording tape (Expires October 31, 1971)	Free	Free	25%
92904-6	Iso-octanol for use in the manufacture of plasticizers (Expires October 31, 1970)	Free	Free	25%
92935-4	Caprolactam for use in the manufacture of polycaprolactam (Expires October 31, 1970)	Free	Free	15%
93205-4	Phthalocyanine pigment dyestuffs for use in Canadian manufactures (Expires June 30, 1970)	Free	5%	25%
93819-12	Alkyl aryl hydrocarbons, unsulphonated, for use in the manufacture of synthetic detergents (Expires October 31, 1971)	Free	Free	25%
93819-14	Materials, of a class or kind not made in Canada, which otherwise would be classified under tariff item 93819-1, for use only as catalysts in Canadian manufactures (Expires October 31, 1970)	Free	Free	25%
93902-5	Polypropylene, as described in sub-heading (a) of heading 93902, for use in Canadian manufactures (Expires October 31, 1970)	Free	Free	20%
93907-2	Cast phenolic resin handles, in the rough, for use in the manufacture of cutlery (Expires October 31, 1970)	Free	Free	30%

UNITED STATES

Tariff classification: thymol

THE *Board of Trade Journal* of September 16 gave notice of a proposal of the United States Bureau of Customs to change the tariff classification of thymol in which the benzenoid structure is artificially produced by synthesis.

After consideration of the comments received on this proposal the Bureau has announced that synthetic thymol is classifiable as a benzenoid drug under T805 407.85 at a rate of duty of 2.8 cents per lb. plus 20 per cent *ad valorem*.

This ruling will be applied to all merchandise entered or with-

(Continued on next page)

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UNITED STATES, *continued*

drawn from warehouse for consumption 90 days after its publication in the weekly Customs Bulletin.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 24.10.69.

Invoices for boiled wool

THE *Board of Trade Journal* of September 16, 1969, gave notice of a proposal of the United States Bureau of Customs to require additional information to be given on or with invoices for certain boiled wool.

After consideration of the comments received, the Bureau of Customs has announced details of the additional information which will be required on or with invoices for boiled wool which is entered or withdrawn from warehouses for consumption on or after December 10, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 25.10.69.

Motor vehicle safety standards: consumer information

THE *Board of Trade Journal* of October 22, 1969, gave notice of a proposed amendment to the regulations requiring manufacturers of motor vehicles to provide purchasers with information about the safety characteristics of their vehicles.

After consideration of all the comments received on this proposal, the United States Federal Highway Administration has amended the regulations effective from December 1, 1969, and January 1, 1970.

Inquiries about this notice should be addressed to Tariff Section (United States Section), Exports Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 22.10.69.

Stainless-steel table flatware

THE UNITED STATES Tariff Commission has instituted an investigation on stainless-steel table flatware, with a view to supplementing the data contained in an earlier report published in September 1967 at the time of termination of the escape clause tariff action.

The Commission has invited comments by November 12, 1969.

Inquiries should be addressed to Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standards: Tilt cab vehicle latch systems

THE UNITED STATES Federal Highway Administration has given advance notice of a proposal for a new motor vehicle safety standard which would for example, require separately mounted primary and secondary latch systems to secure the cab assembly to the chassis on tilt cab vehicles, and would establish performance requirements for these systems to minimize the likelihood of the cab's tilting forward in the event of impact.

Interested persons are invited to submit written comments and data on this proposal with the Docket Section, Federal Highway Administration, Room 514, 400 Sixth Street SW, Washington DC 20591. Comments, which should be submitted in ten copies, should identify docket No. 69-47, Notice No. 1 and should arrive not later than January 20, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) ref. FR 22. 10. 69.

Removing a pad of Evazote cross-linked ethylene vinyl acetate from a mould, at the Walsall Riding Saddle Company Ltd. This material, manufactured by Expanded Rubber and Plastics Ltd., has been built into a new hard wearing saddle which has proved very successful in the United States.

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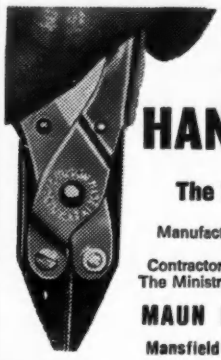

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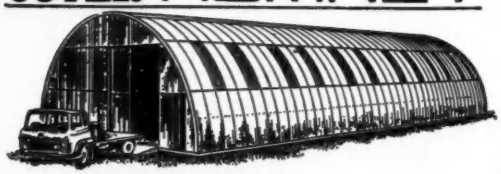

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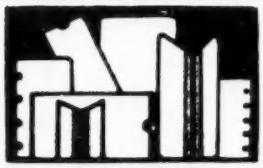

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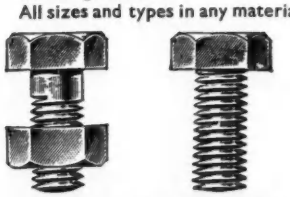

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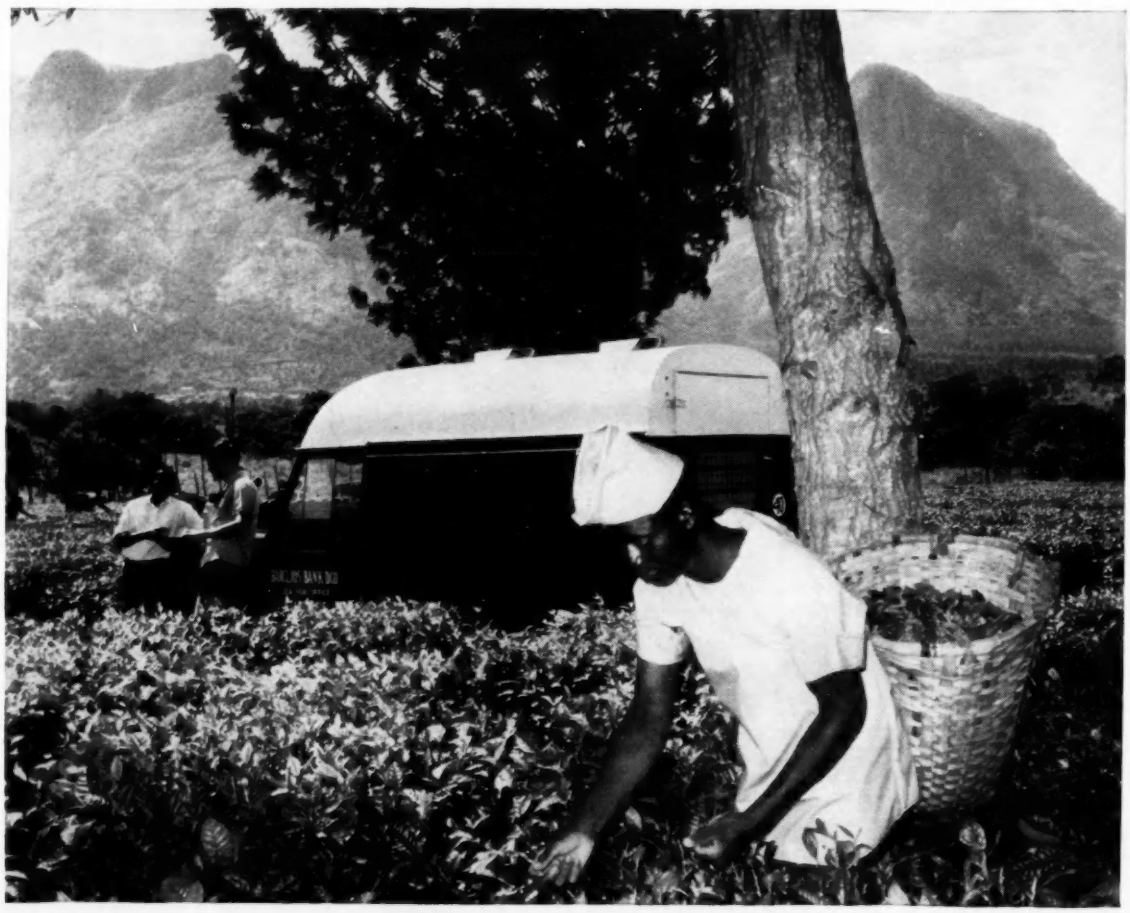
it's a long long way to reach Mlanje



but our staff's right there...

Mlanje is an important centre of the tea industry in Eastern Malawi. To keep pace with local business needs, our staff make the trip out from Blantyre four times a week to service our office there. And, since the going is long, hot and thirsty, they occasionally stop for a refreshing cuppa among the tea fields on the way. Talk about coals to Newcastle . . . If you are interested in trade with Malawi in particular—or with Africa, the Caribbean or the Mediterranean in general—please write to or telephone Kenneth Tattersall, Business Development and International Division, 54 Lombard Street, London EC3, telephone 01-626 5656.

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